



**HOTEL DU RHONE GENEVA**

A prestigious dwelling on the River Rhone Next to business and shopping center.

Quai Turrettini  
1201 Geneva  
Phone (022) 319831  
Tx 22213 hrho  
A member of HRI  
The Leading Hotels of the World

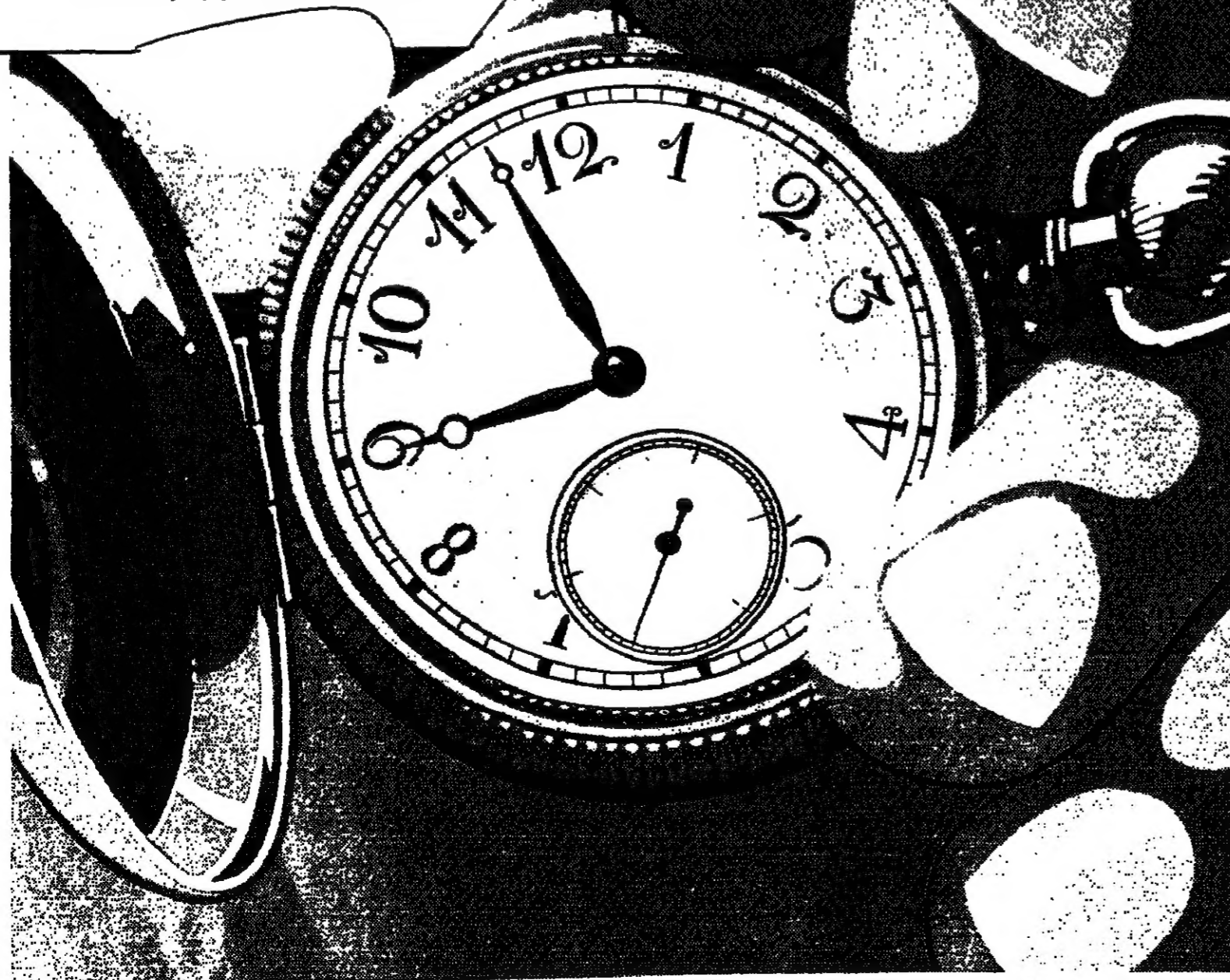
The flavour of an island in a single malt.



**Isle of Jura**  
SINGLE MALT  
SCOTCH WHISKY

**Marriott's Law:**  
if something can go right, it will.

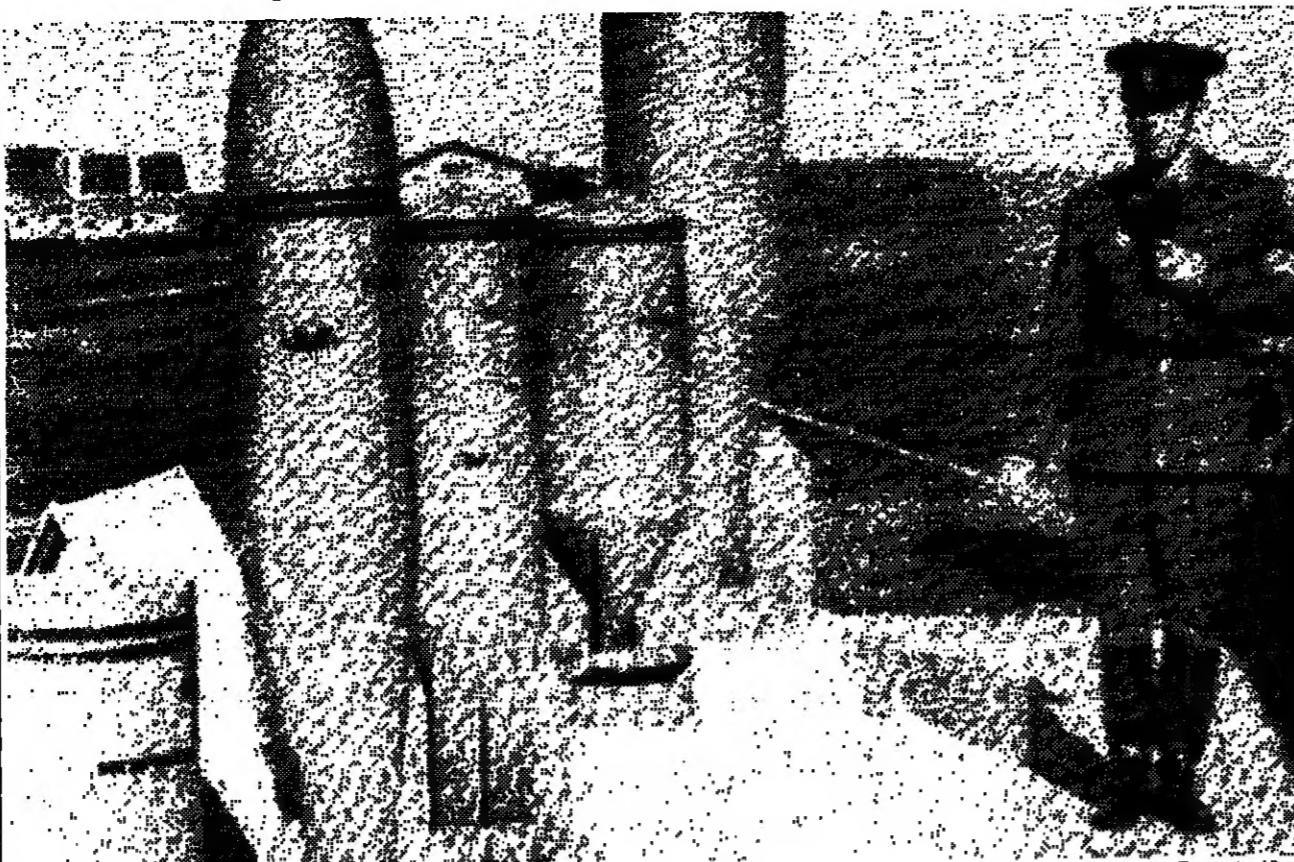
At Marriott hotels we work to your schedule not ours.  
You won't wait for breakfast.  
You won't wait for lunch.  
And with our express checkout system you won't be kept waiting to pay either.  
In fact, day or night, whatever you want, you'll get it when and how you want it.  
We have managers on duty 24 hours a day to make sure of it.  
Punctuality is just one of the things that makes a striking difference at our hotels.  
So if you're going away on business don't waste time looking elsewhere. Simply phone for details and reservations on:  
London 01-439 0281  
Germany 0130 4422 toll free  
France 19 05 90 8333 toll free



**Marriott**  
HOTELS • RESORTS

AMMAN • AMSTERDAM • ATHENS • CAIRO • JEDDAH • LONDON • PARIS • RIYADH • VIENNA

## Soviet Says U.S. Chemical Arms Plan May Hurt Talks



A Soviet soldier explaining parts of Soviet chemical weapons at the Shikhan military base.

## In Drug Fight, Soviet Bans Growing of Poppies

**MOSCOW** — The Soviet Union announced Monday a ban on growing poppies in an effort to wipe out opium plantations and curb rising drug addiction.

The government newspaper Izvestia said the ban included growing poppies for medicinal purposes.

"Taking into account the social importance of the measures against drug-using, the Ministry of Medi-

cine and Microbiology Industry of the U.S.S.R. decided to stop growing poppies in the country," Izvestia said.

"Opium poppy growth was stopped in 1974," Izvestia said, "but there are still problems."

The Soviet Union now imports 80 percent of the poppies it needs, Izvestia said that when poppy use is reduced, the same amount will be imported.

Information on the Soviet drug

problem has emerged in the press under Mikhail S. Gorbachev's policy of *glasnost*, or openness.

Radio Moscow's World Service reported in August that the number of drug addicts detained in 1986 in the country had increased by 50 percent.

The growing of poppies on collective farms was criticized Monday by G. Romanenko, deputy chairman of the State Committee

for Agriculture and Related Industries. The number of collective farms that grew poppies was reduced from 286 in 1986 to 41 in 1987. Poppy growth by individuals has long been banned.

"Now there will be none," Mr. Romanenko said.

Izvestia said the fight against drug abusers has involved night ambushes by the militia, but it said the new ban should put an end to "the last plantations."

By Celestine Bohlen

Washington Post Service

**MOSCOW** — A Soviet general said Monday that U.S. plans to start producing binary weapons this year could jeopardize talks in Geneva for a multinational ban on chemical weapons.

Lieutenant General Anatoli Kuntsevich spoke at a news conference in Moscow after a group of 110 foreign experts from the Geneva conference on disarmament ended a weekend tour of a secret chemical weapons base at Shikhan, on the Volga River, about 400 miles (650 kilometers) from Moscow.

The Soviet Union announced in April that it had halted chemical weapons production. The United States, which stopped production in 1969, is preparing to modernize its chemical arsenal starting in December with a program to produce binary weapons.

Binary weapons contain two chemical agents that become lethal only when combined.

The U.S. binary program creates serious obstacles if it does not torpedo altogether the negotiations in Geneva, General Kuntsevich said. He accused Washington of "starting a new spiral in the arms race."

Colonel General Vladimir Fikolov, commander of the Soviet chemical corps, also disputed U.S. claims that the Soviet chemical arsenal was significantly greater than the U.S. stockpile.

He said estimates of 300,000 tons of stockpiled chemical agents in the Soviet Union were preposterous. The two countries are close to parity, he said.

The Soviet military has said it will not give figures or locations on its stockpile until it is required to do so after a convention on chemical weapons is signed in Geneva.

The United States has not provided figures for its total stockpile, the Defense Department has issued maps of the weapons' locations, providing characteristics of each stockpile.

Max L. Friedersdorf, chief U.S. representative at the talks in Geneva, rose from the audience at the news conference Monday to challenge Soviet assertions and defend U.S. policy, but his comments were ruled out of order since they were statements, not questions.

After the briefing, Mr. Friedersdorf said the U.S. military believed the 300,000-ton estimate for the Soviet stockpile was moderate. He said the Soviet accumulation was "six to seven" times the American arsenal. The U.S. stockpile has been estimated by a Scandinavian monitoring group at 30,000 tons.

The visit to Shikhan, while not revealing any new information on the Soviet chemical weapons program, was regarded by observers as a significant step toward greater openness by the Soviet military.

The trip, which received broad attention in the Soviet media, has been portrayed as an initiative to speed up the Geneva negotiations.

Western diplomats at the Geneva talks say, however, that problems not related to the East-West debate continue to complicate the proposal to ban chemical weapons.

They predicted that no agreement by the 40-nation conference would be ready before next year.

## WORLD BRIEFS

### 10 Are Dead in Mediterranean Storms

**BARCELONA (UPI)** — Torrential rains and gale force winds have killed 10 people and left one person missing on Mediterranean coasts and islands of Majorca, officials said Monday.

Highways were cut and railroad traffic was suspended across the three northernmost provinces of Catalonia, lashed by heavy rains and winds up to 35 miles an hour (60 kilometers an hour) since Saturday.

Officials said a West German tourist was missing from the northern beach resort of Calella and an unidentified man was swept away by flood waters in the province of Barcelona on Monday. Storms killed four tourists on Majorca, three in Granada and two in Gerona on Sunday, officials said.

### Bonn Holds Woman in Weapons Deal

**BONN (Reuters)** — The West German authorities said Monday that they had arrested a 53-year-old woman on suspicion of trying to arrange illegal weapons sales worth more than \$1 billion.

Helmut Pathe, a prosecutor in the Ruhr valley city of Wuppertal, said the woman tried to sell 30 helicopters, 22 fighter planes, 200 tanks, 3 submarines and 2 frigates. He said she was arrested Sept. 28 in the Ruhr.

Mr. Pathe said the woman, whom he refused to identify, held West German and Argentine citizenship. He said prosecutors believed she belonged to an international organization dealing in U.S. French and Argentine weapons. The magazine Stern, which reported the arrest earlier Monday, said the weapons might have been destined for Iran.

### Talks to End Fiji's Crisis Founder

**SUVA, Fiji (UPI)** — Talks to end Fiji's political crisis collapsed Monday when the deposed Prime Minister, Timoci Bavadra, refused to accept a demand by the coup leader, Colonel Sitiveni Rabuka, for constitutional changes to guarantee that native Melanesians rule over the island's majority ethnic Indians.

A spokesman for Mr. Bavadra, whose Indian-dominated government was toppled, said the former prime minister found Colonel Rabuka's proposals unacceptable.

The talks Monday also involved the governor-general, Ratu Sir Penaia Ganiela, and Kamuse Mara, a former prime minister who ruled the nation for 17 years after independence from Britain until Mr. Bavadra's election in April. Mr. Bavadra's spokesman said Mr. Mara had agreed to the colonel's demands for parliamentary dominance by Melanesians.

### 30 Die as Ferry Sinks Near Rangoon

**RANGOON, Burma (AP)** — A river ferry with about 400 people aboard sank near the Burmese capital Monday, and the bodies of 30 passengers have been recovered, officials said.

The officials said that 283 people were rescued and that others were believed still trapped inside the sunken vessel. The double-deck, diesel-powered ferry sank while approaching Rangoon in a light gale after a short voyage from the industrial town of Syriam.

### Talk of a Rightist Coalition in Manila

**MANILA (Reuters)** — Rightist opposition groups in the Philippines are preparing to take over from President Corazon C. Aquino if political turmoil forces her to step down, opposition sources said Monday.

They said an agreement had been reached in principle bringing together Vice President Salvador H. Laurel and the opposition leader Juan Ponce Enrile. It could also include some politicians identified with the exiled former president, Ferdinand E. Marcos, the sources said.

Mr. Laurel, the second highest elected official after Mrs. Aquino, would be the logical head of the alliance, they added. Mr. Enrile denied Monday that he had entered into an alliance with Mr. Laurel but hinted he was open to one. The possibility of an opposition alliance has loomed since Mr. Laurel broke away from Mrs. Aquino last month.

### France Expects More Basque Arrests

**PARIS (UPI)** — The French security minister, Robert Pandrand, said Monday that more arrests were expected in a crackdown on Spanish Basques operating in France.

"France will not be a refuge for terrorists," Mr. Pandrand said in a radio interview. He said that French police were planning more raids on Basque militants after 93 people were rounded up Saturday in southwestern France. Of these, 48 were expelled to Spain, 28 were being held in France and the rest were freed. They were suspected members of the Basque separatist group ETA, which has led a long terror campaign for an independent state in the region.

Mr. Pandrand said several of those arrested were members of the military wing of ETA, which is the Basque-language acronym for Basque Homeland and Liberty. He said plans were discovered for several "very precise" terrorist attacks against Spanish targets, such as military barracks and industrial sites.

### For the Record

A Nepalese soldier in the UN peacekeeping force was killed Sunday by Israeli-backed Christian militiamen in southern Lebanon. A spokesman for the force said a protest was submitted to the Israeli Army. (NIT)

Vladimir Kravtchuk, 59, a senior Yugoslav bank official has been arrested, the latest development in a multimillion-dollar financial scandal, the official Tanjug news agency reported Monday in Belgrade. (AP)

## TRAVEL UPDATE

### Transport Workers Strike in Italy

**ROME (Reuters)** — Italian transport workers began a week of strikes Monday. They were expected to cause widespread disruption for travelers.

Pilots at the short-haul airline Alitalia struck for two hours and said they would strike daily until Sunday. Alitalia said it had canceled at least 24 domestic flights daily.

The three main trade union confederations have called for all airport ground staff to strike Friday. Rome will be without public transport Tuesday, and bus, tram and underground rail workers have called a national strike for Friday. The workers are demanding improved pay and better working conditions.

### U.K., Spain Resume Talks on Air Deal

**MADRID (Reuters)** — Britain and Spain resumed talks here Monday in an effort to reach agreement on a deal aimed at making air travel cheaper throughout Europe.

Diplomatic sources said negotiations would focus on the airport at Gibraltar, whose status is holding up a European Community agreement to liberalize air transport.

Laos and Cambodia have reopened a regular air service between their two capitals, the Lao press said Monday. The KPL press agency, in a dispatch monitored in Bangkok, said scheduled service would be operated between Vientiane and Phnom Penh every Friday. (AFP)

A strike by Amtrak maintenance workers halted most of the railroad's service along the Boston-to-New York corridor Monday. R. Clifford Black, manager of public affairs for Amtrak, said the railroad would seek a temporary restraining order later Monday in Washington to require the union members to go back to work. (AP)

Visiting  
New York City?  
**Gramercy  
Park Hotel**

Distinguished 500 room hotel overlooking Gramercy Park. Excellent Restaurant, Cocktail Lounge, Piano Bar and Room Service. Multi-lingual staff. Minutes to Business Center, Sightseeing, Banquet/Meeting facilities.

Singles \$95-105  
Doubles \$100-110  
Suites \$135-235  
Group Rates Available.

Call Gen. Mgr. Tom O'Brien  
1-800-221-4083  
(212) 475-4320 Telex: 668-755  
Cable: GRAMPARK  
21st St. and Lex. Ave. N.Y.C.  
or call your local U.S. office.

**UNIVERSITY  
DEGREE**  
BACHELOR'S • MASTER'S • DOCTORATE  
For Work, Academic, Life Experience.  
Send detailed resume for free evaluation.  
**PACIFIC WESTERN UNIVERSITY**  
400 N. Sepulveda Blvd.  
Los Angeles, California  
90049, Dept. 23, U.S.A.

**AUTHORS WANTED  
BY N.Y. PUBLISHER**  
Leading literary book publisher seeks manuscripts of all types: fiction, non-fiction, poetry, juvenile, scholarly and religious works, etc. New authors welcomed. Send for free booklet H-3 (Vintage Press, 316 W. 34th St., New York, N.Y. 10001 U.S.A.)

Happiness is  
Gifts from  
**MICHEL SWISS**  
PERFUMES • COSMETICS  
NOVELTIES • GIFTS  
Top export discounts!  
HOURS  
Monday to Saturday 9 am. to 6:30 pm.  
Closed on Sunday  
16, RUE DE LA PAIX-PARIS  
Phone: (1) 42.61.61.11

## White House Is Accused Of Illegal Propaganda On Nicaragua Policies

By Don Oberdorfer

Washington Post Service

WASHINGTON—The Reagan administration engaged in illegal "covert propaganda activities" designed to influence the media and the public to support its Central American policies, according to a report by the congressional General Accounting Office.

The report said the State Department's Office of Public Diplomacy for Latin America and the Caribbean had violated a law against the use of taxpayers' money "for publicity or propaganda purposes not authorized by Congress."

In a statement releasing the report Sunday, Representative Jack Brooks, Democrat of Texas and chairman of the House Government Operations Committee, said that "this illegal operation represented an important cog in the administration's effort to manipulate public opinion and congressional action."

Otto Reich, who was head of the public diplomacy office at the time and who is now U.S. ambassador to Venezuela, said that he had not been interviewed by the GAO and that his office "did not engage in any kind of propaganda of any color."

Attached to the GAO report is a "confidential eyes only" memorandum of March 13, 1985, to Patrick J. Buchanan, at that time the White House communications director, from Johnathan S. Miller, then an official of the public diplomacy office. The memo boasts of the office's "white propaganda" operations.

Mr. Miller later became a White House administrative aide. He resigned in May after it was revealed that he had cashed traveler's checks from Lieutenant Colonel Oliver L. North's National Security Council safe for payment to a leader of the Nicaraguan rebels.

In the memo to Mr. Buchanan, Mr. Miller cited The Wall Street Journal's publication on its op-ed page of March 11, 1985, of an article by John F. Guilmarin Jr. on Soviet arms aid to Nicaragua.

Mr. Guilmarin was identified by The Journal only as a professor at Rice University and a former U.S. Air Force officer and editor of the Air University Review.

Mr. Miller told Mr. Buchanan in the memo, however, that "Professor Guilmarin has been a consultant to our office and collaborated with our staff in the writing of this piece."

He added that "officially, this office had no role in its preparation."

Mr. Guilmarin, now an associate professor at Ohio State University, said Sunday that he had received "less than \$1,000" as a State Department consultant on Nicaraguan arms but that his Wall Street Journal article had been "mine and only mine" without any collaboration with the public diplomacy office.

Robert L. Bartley, editor of The Journal, said that he would look into the circumstances of the Guilmarin article before making further comment.

The "white propaganda" memo also said that op-ed pieces for The Washington Post and The New York Times were "being prepared by one of our consultants" for the signatures of three contra leaders at the time, Alfonso Robelo Callejas, Adolfo Calero and Arturo José Cruz.

The Post carried an op-ed article by Mr. Calero on April 7, 1985. The deputy editor of the editorial page, Stephen S. Rosenfeld, said Sunday that he had worked directly with Mr. Calero on the article and had had no indication of a State Department hand in it. (The International Herald Tribune carried Mr. Calero's article on April 10, 1985.)

The Times carried an op-ed article by the three contra leaders on Dec. 13, 1985. Robert B. Semple, editor of The Times's op-ed page, said it was "far from clear" that the article was the same one "that apparently was being prepared in a previous March."

In a related development, President Ronald Reagan was preparing Monday to press his campaign to continue U.S. aid to the contra.

In a speech Wednesday he will demand additional changes in Nicaragua's internal policies, White House sources said.

Mr. Reagan's speech to the Organization of American States, followed by an address by Secretary of State George P. Shultz in Chicago on Friday, was described as the beginning of a monthlong drive that will culminate in a request to Congress shortly after Nov. 7 for additional contra aid.

## Talks to End Fighting in El Salvador 'Going Well'

The Associated Press

SAN SALVADOR—Leftist rebels and Salvadoran government officials met again Monday, continuing to seek an end to a long civil war that President José Napoleón Duarte said they should "forgive and forget."

Negotiators for both sides ate breakfast together in the Vatican's diplomatic mission before resuming discussions. The talks were conducted under a news blackout agreed upon at the close of talks Sunday.

The six-and-a-half-hour session Sunday was the two sides' first public meeting in three years. The talks were "going well" and the atmosphere was one of "great frankness and great seriousness," Monsignor Gregorio Rosa Chavez, a spokesman for the Roman Catholic Church, said at the end of Sunday's session. The church is mediating the talks.

Monsignor Rosa Chavez, auxiliary bishop of San Salvador, said the two sides discussed the first of four points on the agenda Sunday. He declined to elaborate on the agenda. Both delegations made it clear before the talks began that they were far apart on major issues.

The rebels are insisting, as they have for years, on participating in a provisional government that would rule until elections could be held. They also want their army incorporated into the Salvadoran armed forces.

Mr. Duarte has said the rebels must lay down their arms before their demands can be discussed. El Salvador's civil war, which has lasted eight years, has shattered the economy and killed about 65,000 people.

The government and the rebels agreed to the talks after Mr. Duarte and the presidents of four other Central American nations signed a peace plan aimed at ending regional conflicts.

## Incest Victim Gets Jail Term

The Associated Press

RIVERHEAD, New York—An 18-year-old who admitted hiring a classmate to kill her abusive father was sentenced Monday to six months in jail.

Cheryl Pierson's case became symbolic of a national problem of incest during hearings in which she described four years of sexual and physical abuse.

Miss Pierson fainted as the judge announced that, although she was eligible for youthful offender status, he was sentencing her to the jail

term for manslaughter. She was also placed on probation for five years and ordered to continue undergoing therapy.

James Pierson, a 42-year-old electrician, was found dead Feb. 5, 1986, in his driveway, where he had been shot by Sean Pica, 19. Miss Pierson testified that she had hired Mr. Pica because she suspected her father was about to start an incestuous relationship with her 8-year-old sister.

Mr. Pica was sentenced to from 8 to 24 years in prison after pleading guilty to manslaughter.

## Energy, Drive Mark Mexican Candidate's Career

By Larry Rohrer

New York Times Service

MEXICO CITY—From his father comes a passion for politics; from his mother, a delight in the intellectual rigors of economics. Throughout his short but successful career, friends say, Carlos Salinas de Gortari has sought to satisfy the demands of two often contradictory disciplines.

That effort culminated Sunday when the Institutional Revolutionary Party, which has ruled Mexico since 1929, named Mr. Salinas, 39, as its candidate for president in the general election next year.

Barring an upset of historic proportions, he will take office Dec. 1, 1988, and guide, for the next six years, the destinies of a country wrestling with its most severe political and economic crisis in more than five decades.

Mr. Salinas owes his likely elevation to Mexico's highest office primarily to President Miguel de la Madrid, who was a professor at the National Autonomous University of Mexico in Mexico City when Mr. Salinas enrolled as an economics major in 1966. He was quick to spot Mr. Salinas as a comer, and the careers of the two have been linked ever since.

As a student, Mr. Salinas was active in both campus and national politics, becoming a member of the governing party at the age of 18.



Carlos Salinas de Gortari

Mr. Salinas has played a major role in designing and carrying out an unpopular policy of economic austerity.

He worked in his off-hours as an aide to a congressman.

When he graduated in 1969, his thesis, "Agriculture, Industrialization and Employment: The Mexican Case," won him special mention in a competition of economists.

After holding several low-level bureaucratic posts, Mr. Salinas did graduate work at Harvard University, earning master's degrees in public administration, in 1973, and in political economy, in 1976.

In 1978, after writing a thesis at Harvard titled "Production and Political Participation in the Mexican Countryside," he was awarded a doctorate in political economy and government.

"I remember him as an unusually talented, creative and likable student," said Dr. John D. Montgomery, a professor of international studies at Harvard and one of Mr. Salinas's academic advisers. "He's very smart and very capable, and I'm sure this will be good for him and good for Mexico."

After returning to Mexico, Mr. Salinas held a succession of government posts, specializing in economic affairs. When Mr. de la Madrid was appointed minister of budget and planning, he named Mr. Salinas as his director of economic and social policy. When Mr. de la Madrid became president, Mr. Salinas took over the slot he vacated.

In 1981, when Mr. de la Madrid was nominated as his party's candidate for president, he chose Mr. Salinas to head the party's research group, which played a key role in developing policy and running the campaign.

Mr. Salinas has held cabinet rank since 1982 and has played a major role in designing and carrying out an unpopular policy of economic austerity that only in recent months has begun to yield encouraging results.

To the public, Mr. Salinas is known by the nickname Atom Ant. That sobriquet reflects not only the traditional Mexican irreverence toward authority, but also recognizes the energy, drive and persistence that are the main components of Mr. Salinas's public image.

Though he would take office without having held any elected position, Mr. Salinas comes from a family with an illustrious political background. His father, Raul Salinas Lozano, 70, is a senator representing the state of Nuevo León. He also has served as minister of industry and commerce and ambassador to the Soviet Union.

His mother, Margarita de Gortari Carvajal, is an economist who helped found and was the first president of the Mexican Association of Women Economists. She comes from a long line of lawyers, engineers and military men, including one who fought in the battle of the Alamo.

Mr. Salinas and his wife, the former Yolanda Cecilia Ocelli Gonzalez, have three children: Cecilia, Emiliano and Juan Cristobal.

Mr. Salinas also is known as a skilled sportsman. He follows Mexican and U.S. baseball avidly, jogs 6 to 10 miles a day, and, in 1971, won a silver medal at the Pan American Games in Cali, Colombia, for his horsemanship.

## Rats Enjoy the Nightlife in Chicago

By Dirk Johnson

New York Times Service

CHICAGO—At an outdoor café in the fashionable Rush Street area here, a waitress told a noontime customer about the day's special.

The customer shrieked in horror. It wasn't that the portions were too small or the prices too large. It was the rat—too big, too ugly and too close for comfort—crawling across the floor.

Rats, some of them 18 inches (45 centimeters) long, are roaming this Near North Side nightlife district with all the seeming cockiness of the youthful revelers who swagger between singles clubs here.

"We hear stories that they're as big as cats around Rush Street," said Kay L. Murray, the city's deputy commissioner of streets and sanitation. "It's bothersome because so many out-of-towners come to that area. And that's not exactly what we like them to see."

For the last year, the city has had a special crew of three baiting the Near North Side with rat poisons and glue boards. Those efforts have succeeded in rounding up many rats, Mr. Murray said, but they remain a serious nuisance.

The problem, in part, results from the age-old equation that rodents go where people go.

This affluent area, known as the Gold Coast, has no monopoly on rats, as the people living in public housing projects will attest. But the area does have political clout and certain sensitivities. And with its dense population and dozens of food establishments, the Gold Coast offers rats a feast that might

make their cousins in other neighborhoods squeak with envy.

Moreover, a boom in commercial construction in this district has given rats plenty of places to hide and breed amid the rubble, and opportunities to dine on lunchtime scraps left by workers. With cold weather approaching, neighborhood residents are growing wary about four-legged home invaders, checking for signs of gnawing at their doors.

The owner of the Rush Street café, aware that rats do little for ambiance and less for appetite, finally lost his patience.

He loaded a gun and went hunting in the alley. "I picked off a bunch of them," he said. "They're all over the alley. And they play in the streets, scaring everybody."

Terrified that rats might get inside his restaurant, the owner has hired a contractor to install steel wiring around the basement walls, to be covered by an extra coating of plaster.

In his ground floor apartment in a restored mansion on Astor Street here, Jonathan Black could hear them scrambling around in his kitchen cupboards.

When he came home at night, he could spot three or four prowling near the front steps.

In the first seven months of this year, the city documented 80 rat bites, up from 71 over the same period last year. Thousands of rats also infested a South Side neighborhood that was the site of an illegal garbage dump. City rodent-control teams worked around the clock for more than a week before the rats were vanquished.

"It's not that rats are so smart," said Terry Howard, the city's director of rodent control. "People are dumb."

The only hotel in the world on N. Rodeo Drive.

A Max Baer Hotel  
THE BEVERLY RODEO HOTEL  
360 N. Rodeo Dr., Beverly Hills, CA 90210. Telex No. 691366

FINLANDIA VODKA  
TRADITIONAL SCANDINAVIAN VODKA DISTILLED SINCE 1888

When Singapore's Changi International Airport was completed in 1981, it featured many unique solutions to the operational and organizational problems of a busy airport - a commitment to innovation that will be repeated in the construction of the new Terminal 2.

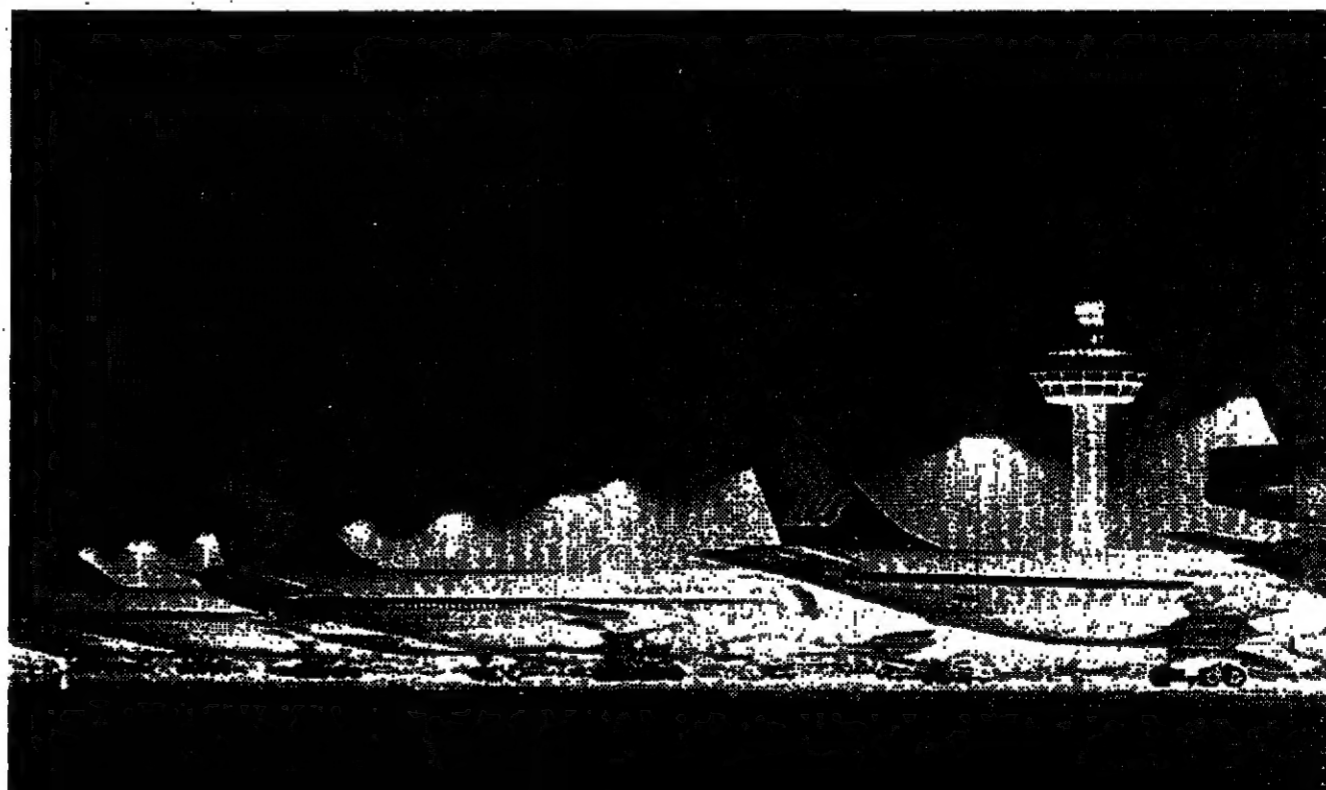
Due for completion in 1989, Terminal 2 features a computerized Flight Information Display System (FIDS II), employing new-technology display techniques.

FIDS II will integrate the flow of information among the public, administration and operational areas to display the right information, in the right format, at the right place, at the right time.

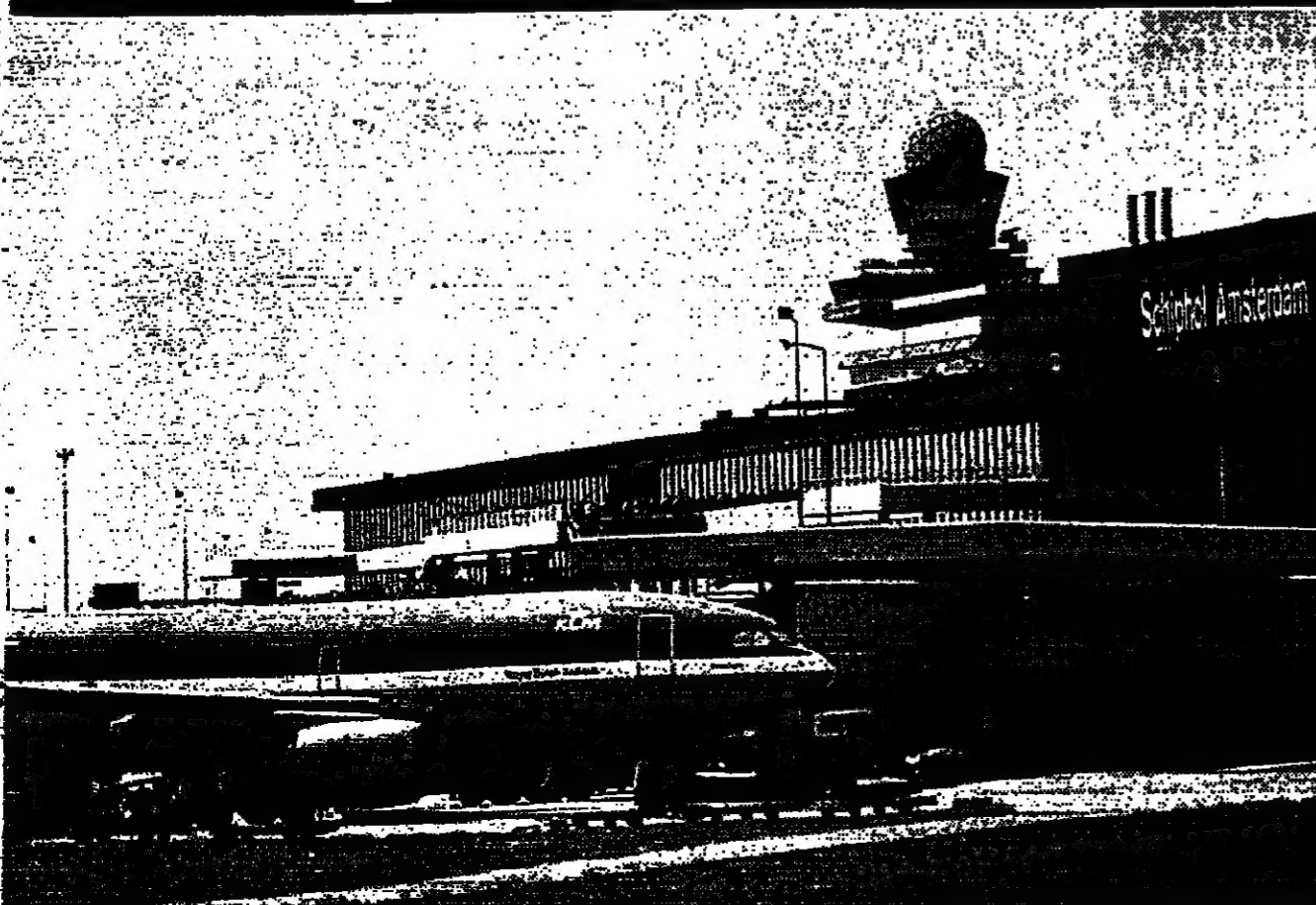
The \$519.5 million contract for the design, supply and installation of this highly innovative system was won by Philips in the face of strong international competition.

Yet Philips' association with Singapore Civil Aviation goes far beyond FIDS II. We supplied Changi's long-range (ATC) and airport surface detection radars, outdoor lighting and public address and sound systems.

And a Philips AEROPP message switching system enables Singapore to play a key role as a Regional node in the worldwide Aeronautical Fixed Telecommunications Network, AFTN.



## Philips - specialist in airport development.



In The Netherlands, the Civil Aviation Authority has developed an ambitious U.S.\$750 million expansion project for Amsterdam Airport, Schiphol. And by the mid-90s the airport will be capable of an annual traffic throughput of up to 18 million passengers and over 900 000 tonnes of cargo.

Philips is helping with energy-efficient terminal lighting, new-generation SNF-11 asymmetric non-glare apron floodlighting, and many other technical aspects of this massive airport development project.

We have also been commissioned to implement the first international CIDIN (Common ICAO Data Interchange Network) node as a modernization of the existing AEROPP system for AFTN.

From technical systems to professional services, Philips has the corporate capability and organizational flexibility to meet specific needs of airport authorities the world over.

Philips. The sure sign of expertise worldwide.



PHILIPS



## OPINION

## Bork: Southern Blacks May Hold the Veto

By Tom Wicker

NEW YORK — If the nomination of Judge Robert Bork to sit on the Supreme Court is doomed, as last-minute White House efforts to raise the "law-and-order" issue suggest, the reasons lie in faulty strategy and sharply changing voting patterns.

When President Reagan insisted in his weekend radio address that Judge Bork's opponents wanted to "thwart the desire of the American people" for judges who would bring criminals to justice, he unwittingly signaled White House desperation. Not only is "law and order" one of Reagan's old standbys, but the fact is that the Supreme Court already has a functioning "law-and-order" majority.

In 1984, for instance, in *U.S. vs. Leon*, the court by a 6-2 majority significantly modified the so-called exclusionary rule under which illegally seized evidence is not admissible at trial. The controversial *Miranda* rule, under which police must warn suspects that they have a right to remain silent, has been weakened progressively in several court decisions taken by majorities of at least 6-3 and sometimes 7-2.

To summon Americans to battle for a Supreme Court tough on criminals, therefore, is unnecessary, since such a court already exists. Besides, it is not for criminal justice but for other social issues — the rights of minorities, for example — that conservatives so strongly want Judge Bork on the court.

That Mr. Reagan has to resort to such tactics is a measure of the poor prospects

of a nominee who once seemed sure to be confirmed, if only after a tough battle in the Senate. What went wrong?

First, it appears in retrospect that it was a mistaken strategy for Bork supporters to try to picture him as a moderate, mainstream jurist in the tradition of the man he was nominated to succeed, Lewis Powell of Virginia, and of such great justices of the past as Oliver Wendell Holmes and Louis Brandeis. Whatever else he was, Judge Bork was not that, as his academic record and his writings clearly showed.

That record and those writings, when closely examined, demonstrated that Judge Bork had argued against the degree of free expression supported by Justices Holmes and Brandeis, deplored the latter's antitrust opinions, strongly opposed Justice Powell's arguments on affirmative action, and in many other areas held strong, idiosyncratic views that often were interesting and challenging but seldom were moderate or mainstream.

Judge Bork might have survived his own record, except for the fact that, on questioning from the Senate Judiciary Committee, he repeatedly denied it. Apparently having agreed to the strategy of being depicted as a moderate, he found himself time and again forced to say that he no longer believed something he had written in the past, or that he had not voted that way on the court. This appear-

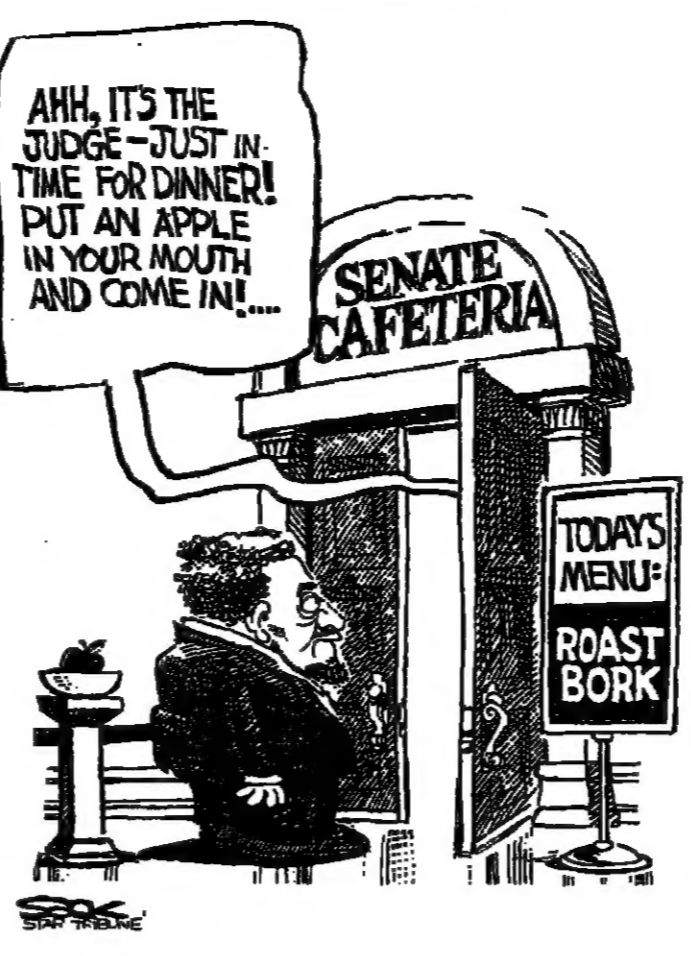
ance of a "confirmation conversion" — saying anything necessary to win senators' approval — diluted his supporters' arguments that he was a man of strong and independent judgment.

But if any one factor seems more responsible than another for the desperate straits of the Bork nomination, it is the new voting power of blacks in the conservative South. As Jack Bass of the University of Mississippi pointed out in an article in *The New York Times* on Sept. 21, none of the 16 Southern Democratic senators can expect to be supported by a majority of the white voters of their states; too many of those whites have migrated into the conservative Southern Republican parties, or will support more conservative Republican candidates in a general election.

These Democratic senators — like all five of those first elected in Southern states last year, each of whom was strongly opposed by President Reagan — must depend on black voters if they are to put together winning majorities. Blacks, in the South as elsewhere, are strongly opposed to Judge Bork's confirmation to the high court; so Southern blacks are a prime reason why the Southern Democrats who might once have supported any conservative nominee now are lining up to vote against one of the most conservative nominees of modern times.

A more graphic result of the new voting strength of Southern blacks could hardly be imagined.

*The New York Times.*



## When the Movers Show Up, Say a Prayer and Serve Tea

By Denis M. Blakeley

GARSTANG, England — The fall is the cruelest season of the year, breeding greed out of corporate mellowness — greed for a post "abroad" and a salary increase. It is a time when international executives move on, when mastodon calls to mastodon across the Atlantic or the Gulf or the inaptly named Pacific. "Hey, Joe, how'd they treat you in Paris? I'm your replacement there. What little tips can you give me about moving?"

A move usually involves movers. They come to take your apartment apart and are supposed to deliver your goods in one piece at the other end. I write with some authority, having moved 20 times in the last 20 years: London-Moscow, Moscow-

without breakage was from Moscow to Garstang in a lift van, courtesy of a Helsinki firm. Nothing was broken. Then there was the delivery from Paris to Lancashire of all my worldly goods courtesy of a French firm. This delivery straddled two British and French public holidays. There were two men involved, each of enormous strength. The move was performed with precision.

There are certain recommendations to be made about moving within Europe. 1. Choose your firm carefully. It helps to listen to what other people have to say about their moves.

2. Be well-insured and always claim for breakage quickly. A local agent may come around to check the damage. The outcome is likely to depend upon the inspector — and on the country. I have found that the West Germans are willing to pay up, as are the British. In my experience, the French never pay.

3. Movers are always in a hurry. On their arrival at your new residence you must know precisely where you wish to have each piece of furniture put.

4. Movers are people. Offer them tea and sympathy. Today in Frankfurt, tomorrow in London. They have a job to do and usually they do it well.

5. Offer up a prayer for Saint Christopher, the guardian angel of travelers. I also carry a traveling icon. Who was it who said, "Superstition is the example of a feeble mind?"

Movers come in different sizes and shapes. (I find that the big ones are the worst.) They also come in different moods. They may be drunk or sober, rested or tired. It depends on whether they have a good frontier crossing or not; it depends, also, on what they were doing yesterday — was it a good haul from Bonn to Paris? A good frame of mind should be established at the beginning, largely by the provision of tea.

Many movers are hirsute, either because of negligence or simply because they have not had time or inclination to shave in the driving compartment, in which most of them sleep. British movers, however, prefer a bed at a truck drivers' stop, with fish and chips to boot.

Movers are strong in the back; not all of them are weak in the head. One of my movers, an Austrian, blocked a side road near the Quai d'Orsay for the best part of a day. A gaggle of coppers came to protest. He said in perfect, grammatical French with only a slight Graz accent: "Mesdames, you see the Eiffel Tower there? That cannot be moved today. Our truck can be moved. But unless you have a written letter from the president of the Republic we shall not move."

Move they do, with different modalities. May they keep on trucking.

*International Herald Tribune.*

## MEANWHILE

London, London-Paris, Paris-Munich, Munich-Munich, Paris-Paris, Paris-Vienna, Vienna-Munich, Paris-London. Can that all be right? The mind boggles.

How to move? The simplest way is to do it yourself. When I went from London to Moscow I packed all my things in my car and drove. However, other moves have had to be farmed out. Of that I have good news and bad news. A lot depends on the quality of the firm. In Europe, the West Germans are the best but the French can be good, too.

First the bad news: I had hired a Munich-based firm to take our goods from Bonn to Paris. The result was perfect — the packing immaculate, the planning excellent. When the time came for us to move from Paris to Munich I hired the same firm.

This time, the motley crew was made up of tip-seeking Frenchmen and others of indeterminate nationality, working the "black economy." They arrived at 9 A.M. — two hours later than promised. They departed at 11:30 A.M. with a third of our worldly goods in their van, saying that they knew of a good restaurant in Versailles (some distance outside Paris). They reappeared at 3:30 P.M., much the worse for wear, to finish loading.

We had been assured that the same truck would be used for the passage from Paris to Munich. In fact, our belongings were chucked from one truck to another in Frankfurt. The movers, however, stayed the distance. They turned up in Munich, babbling in various languages, to say that our "baggage" had arrived, that they had no Deutsche marks and wanted to know where they could sleep.

I said that was none of my problem and went to sleep on the floor. Most of our Meissen was irreparably damaged. I woke the German boss of the Munich-based Paris operation to tell him so. "You will be paid," he said. I never was.

And now the good news: The only delivery that I ever had

to realize what we are getting for all we spend on the dodo-bird B-1B bombers. That a group shouting "supply side" should get away with its cuts in that most fundamental of capital investments, education, is sad witness to our, and Mr. MacArthur's, unwillingness to see the real problem: the misdirection of scarce, often borrowed, resources.

HERMAN ARCHER,  
Cairo.

## No Americans Applied

In response to "Official Au Pair Programs" (Letters, Sept. 29) from Camille Pisk, vice consul of the American Consulate General in Munich:

Although I have advertised extensively in the United States, offering an excellent salary, free time, use of car and travel expenses, I have never had the opportunity to employ a U.S. citizen as none has ever applied. It appears that housework and child care do not appeal in such an affluent country as the United States. In desperation I am forced to search elsewhere to find a suitable, willing au pair — even in Communist countries.

SUZANNE GLENN,  
Los Angeles.

## LETTERS TO THE EDITOR

## A New Alliance Is Needed

We recently returned from the Soviet Union, where, with 150 other Americans, we raised the possibility of a Soviet-American partnership to end world hunger in talks with the head of the Soviet Institute for African Studies, the chairman of Soviet Athletes for Peace, health professionals, representatives of Soviet and American news organizations in Moscow, and many ordinary citizens.

Fifteen million people, mostly children, die of hunger each year. This toll is equivalent to that of a Hiroshima bomb every three days. In addition, hunger accounts for much physical and mental retardation. Whole nations are affected and, indirectly, we all are. Experts have concluded repeatedly that we have enough food to feed nearly twice the world's population, and that ending hunger is technologically possible. What is needed is the commitment.

During World War II, the United States and the Soviet Union fought together to conquer a common enemy. We call upon President Reagan and General Secretary Mikhail Gorbachev to create an alliance once again, to make a joint statement committing themselves and their nations to ending hunger through-

out the world by the year 2000. The victory would be one not only for the hungry, but for all humankind.

BARRY LEVY,  
GORDON STARR,  
Sherborn, Massachusetts.

## Too Simple to Work?

Regarding "Idea for 1988: A Natural U.S.-Soviet Partnership" (Sept. 1):

Jean-Jacques Servan-Schreiber cites "simple" ideas that worked and then proffers one of his own. But because others' ideas worked does not mean this one will. "True security is higher knowledge," he writes, and recommends "sharing open research labs with the Soviets ... to change U.S.-Soviet hostility into a joint competition of trained brains in the knowledge revolution that is transforming the world economy."

This idea is indeed simple. Is sharing research labs with America going to get the Soviets out of Afghanistan, the Baltic states, Hungary and Czechoslovakia? Are they going to scrap their missiles, their submarines, their tanks and their warplanes because of it? One wonders.

CAL HENRY,  
Stockholm.

## To Clear the Air

Regarding "B-1B Bomber Crashed After It Hit Flock of Birds" (Sept. 30):

Since a few birds recently downed a \$230 million B-1B bomber, I am concerned that birds could potentially obstruct the nation's defense. Since Americans were able to defoliate forests in Vietnam, why not rid the earth of these security threats? Killing all the birds may prove expensive, but considering how much has been invested in the B-1B program, why spare the expense?

SCOTT FAIGEN,  
Stuttgart.

## After Evil, Understanding

Regarding the report "Painfully, Young U.S. Jews Get to Know Germans" by Serge Schmemmann (Sept. 28):

I am of the generation that lived through the Holocaust. As a girl of 15, I stood in the streets of Munich cheering the troops as they goose-stepped for the first time there. Little did I, a Jewess, realize what evils were to follow. In 1936, I was living in London with my husband and trying to help a small part of the

refugees arriving after harrowing experiences, but alive and with hope.

Now I have contact with many Germans, young and old. I know that there are many who do as much as they can to atone for the sins of their fathers and grandfathers, and I realize that many risked their lives during those ghastly times to help others. We all must try to understand one another and to live together. That is why the Stanford University program is so important and why its expansion should be encouraged.

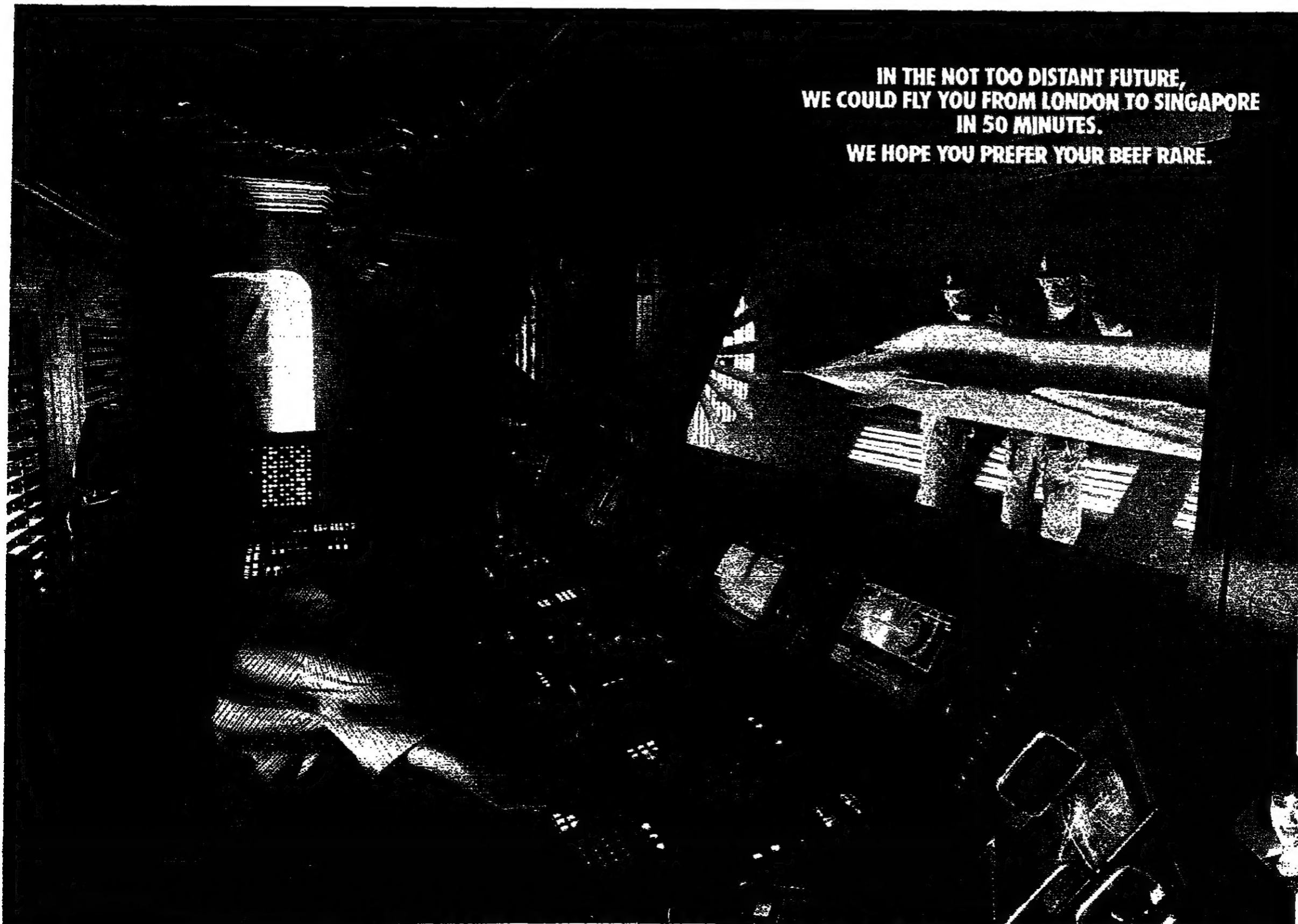
EILEEN SCHLESINGER,  
Zurich.

## A Different Brand of Debt

Regarding "Debt, Let Us Not Forget, Built America" (Sept. 26):

If indeed we do not need tight-fisted cracker-barrel economics, we certainly do not need the self-excusing superficialities of John R. MacArthur. The America-building debt he refers to created vast wealth-producing farms, industries and national infrastructure. The debt of the last years, to the contrary, has been mostly used to purchase the sterile trinkets of frenzied consumption, civilian and military. One has only to look at the decline of American manufacturing and

IN THE NOT TOO DISTANT FUTURE,  
WE COULD FLY YOU FROM LONDON TO SINGAPORE  
IN 50 MINUTES.  
WE HOPE YOU PREFER YOUR BEEF RARE.



As the airline with the world's most modern fleet, we're eagerly following the development of this experimental hypersonic passenger aircraft, which could be operating by the turn of the century. Travelling at twenty five times the speed of sound, it would enable us to fly you from, say, London to Singapore in a mere 50 minutes. Or from San Francisco to Hong Kong in one hour. However, we do envisage some minor changes to the menu. We do hope, for example, that you like your roast beef rare.

SINGAPORE AIRLINES



# For Many Maryland Farmers, Signs Are Pointing Toward the End of Tobacco Road

By Tom Vesce

Washington Post Service

LOTHIAN, Maryland — Henry Jones worked down the rows of tobacco plants Friday morning for the last time this year, and maybe forever.

He chopped the plants at the ground and, with a helper and his son Jimmy, loaded them onto a trailer and hauled them to the barn to cure. It was a time for hard work and some hard reflection, too, because the fields Mr. Jones, 69, has farmed in southern Anne Arundel County since 1935 may never again be planted with tobacco.

"I like farming and everything, but it's getting rough," Mr. Jones said. "I'm old. I'm broke up. I can't drive the tractor. I don't know what to say about the tobacco. It's fading out. Lord knows what I'm going to do."

Mr. Jones was talking like a lot of tobacco farmers in the county and in the rest of Maryland. Prices keep falling, and the cheap labor on which tobacco depends is in short supply. Fields that once grew tobacco are now growing corn for hog and chicken feed and, increasingly, hay for horses. Old farmers are retiring, and their children are not taking their places.

Tobacco farmers are casting about for new sources of income such as boarding horses. Or they are turning away from farming in favor of driving construction equipment, doing carpentry or taking a few hours' break each day to drive school buses.

Others, like William Tucker of Lothian, a fourth-generation to-

bacco farmer, have turned to real estate.

"Houses," Mr. Tucker said, "that seems to be the main crop in Anne Arundel County these days. The only difference is that it's permanent. It uses up the land forever."

According to 1982 census figures, 60 percent of the county's farm families received income from nonfarming jobs. Today, some extension agents say, that figure is about 80 percent.

If tobacco is in its twilight, then it had a long time in the sun. Tobacco has been a major crop in Maryland since the first recorded fields were planted in 1632. Last year, Maryland was the country's seventh-largest tobacco-producing state.

But the value of Maryland's tobacco crop has dropped in recent

years, from \$58 million in 1981 to \$32 million last year. By comparison, Maryland's most important farm product, broiler chickens, increased in value from \$327 million to \$426 million in the same period.

The amount of farmland devoted to tobacco has dramatically declined in Anne Arundel in the last five years, as it has throughout Maryland. There were 3,000 acres (1,200 hectares) of tobacco planted in the county in 1983, 2,700 acres in 1984, 2,300 in 1985 and about 2,000 in 1986. This year, county extension agents estimate that the figure was near 1,500.

Maryland echoes the situation nationwide, which has seen a steady decline in farm acreage devoted to tobacco. According to Department of Agriculture figures, tobacco acreage harvested dropped by 38 percent in the last seven

years, from 976,000 acres in 1981 to 601,570 in 1987.

At the same time, the prices fetched by Maryland tobacco have slumped from \$1.75 a pound in 1981 to \$1.18 last year.

"I have no reason to believe the market is going to make a tremendous rebound," said the county extension agent, Turp Garrett. "Even with a modest price increase, I think you are going to see a decline in tobacco next year, too."

Many farmers said a shortage of cheap labor for the labor-intensive work of tobacco farming was causing problems, too.

"At one time, you could pick up labor anywhere," said Oscar Grimes, 63, a Davidsonville farmer who grew six acres of tobacco this summer instead of his usual 12 to 14. "Now people just don't want to get their hands dirty."

Tobacco has resisted mechanization more than any other crop grown in the area. The seeds are planted by hand in carefully protected beds late in the winter and transplanted to the fields in spring.

In the summer, the flower buds must be removed by hand. In the late summer and fall, the plants must be cut down by hand and strung up in barns by hand. After several weeks left to cure and dry, leaves must be stripped off, graded and bunched by hand.

The Department of Agriculture estimates that growing and harvesting an acre of tobacco take an average of 230 man-hours, compared with the two to three man-hours for an acre of corn. On the other hand, an acre of good tobacco can be worth \$3,000, while an acre of grain corn may fetch less than \$200.

Mr. Grimes, who is president of the county Farm Bureau, said farmers were convinced that tobacco was, increasingly, a harvest of the past.

"This no-smoking scare, this cigarette scare, has taken its toll," said Mr. Grimes, who does not smoke. "I'm sure the big tobacco companies see the writing on the wall."

In recent years, the consumption of cigarettes in the United States

has fallen 1 to 2 percent annually. As he cut tobacco Friday, Mr. Jones bemoaned the loss of farmland.

"All people are doing now is building houses, stores and everything," he said. "They don't think about the farm. But when the farmer is gone, everybody is gone, and when all our land is gone, we're dead. Because we live off the land. We don't live off the roads."

## In Indonesia, a Ravaging of Forests

### Trees Fall to Lumbering, Fires and Settlement Programs

SAMARINDA, Indonesia — Forests in Borneo are disappearing under an onslaught from commercial logging, fires, and settlers eager for land.

Indonesia owns 10 percent of the world's tropical forests, more than any other country except Brazil, and it is using them to earn foreign exchange as its oil reserves dwindle. Each year the world loses an area of tropical forest the size of Portugal, according to the United Nations Development Program.

Up to 2.4 million acres (1 million hectares) of rain forest are cut down every year in Indonesia, according to the Food and Agriculture Organization.

Eight million more acres of forest are to be cleared for settlers during a five-year plan ending next year.

A West German forestry biologist, Berthold Siebert, suggested that the country's forests could be saved if Indonesia was compensated for preserving them.

"Why not pay to protect the forest, as is being done in Bolivia?" he asked.

Bolivia agreed in July to set aside 3.7 million acres of forest after Conservation International, a nonprofit U.S. group, bought \$650,000 of Bolivia's \$4 billion external debt.

Indonesia has set aside 15 percent of its 355 million acres for preservation and has taken tough measures against illegal logging, including requiring permits for chain saws.

Thousands of logs out from primary rain forest float daily down

the broad Mahakam River, destined for plywood factories and sawmills that have sprung up in Samarinda, the timber capital of Indonesia.

Timber exports earned \$1.4 billion in 1986, making Indonesia the world's leading exporter of plywood and other wood products.

Most of its 300 major sawmills and 98 plywood factories were built

Up to 2.4 million acres of rain forest are cut down every year in Indonesia.

— Food and Agriculture Organization

after Jakarta outlawed log exports in 1980.

The settlement program, started partly because of Indonesia's rapidly growing population, has met criticism from Western environmentalists.

It has ground to a virtual halt because of steep budgetary cuts, and the World Bank has said it will stop financing new settlements and concentrate on improving existing ones.

Miners following logging trails left by timber companies are also contributing to the destruction of the forests as they exploit gold and diamonds.

Billions of tons of coal are

thought to lie underneath the forests on Borneo, the world's third biggest island, which is shared by Indonesia with Malaysia and Brunei.

The coal seams ensure that once a fire breaks out, the forest floor can burn for a long time.

A fire blazed out of control for nine months in 1982 and 1983, destroying 8 million acres. The International Union for the Conservation of Nature in Paris called the fire the worst ecological disaster of the century.

Parts of Borneo are burning again. The national news agency, Antara, counted 37 fires in September in the Kalimantan region during a drought attributed to El Niño, a Pacific Ocean current.

The government has blamed the fires on Dayak nomadic tribes, who practice slash-and-burn agriculture.

But David Boyce, an Australian agricultural consultant who has spent the last 10 years working among the Dayaks, said they are the hardest hit victims of deforestation.

"They pick wild plants for food and medicine, hunt game, and use tree sap for their hunting poisons and bark for dyes and clothing," he said. "They depend on forest products for trade, too."

Dayaks gather rattan, incense wood, resins and aloes, edible birds nests, reptile skins, bees wax, and animal innards such as monkey gall bladders to use in medicines, Mr. Boyce said.



Marcel Proust  
Works of Proust Lose Copyright After 65 Years

PARIS — Almost 65 years after his death, Marcel Proust became public property Monday with the expiration of copyright laws restricting publication of the author of "Remembrance of Things Past."

The French publisher, Gallimard, had held exclusive rights to publish Proust's works.

A protracted legal battle ensued after Proust's death in 1972, eventually resulting in a decision that halted all non-Gallimard publications of Proust for 64 years and 274 days.

Four Paris publishers have said they plan new versions of his work. Japanese, British and U.S. publishers are also expected to issue new editions.

## Maria Ivogün, 95, Star Of German Opera, Dies

By Will Crutchfield  
New York Times Service

NEW YORK — Maria Ivogün, 95, the leading coloratura soprano of German opera in the period between the world wars, died Saturday in Beatenberg, Switzerland.

She was born Maria Kemper in Budapest. Her stage name was a construction based on the name of her mother, Ida von Günther, an operetta singer.

Miss Ivogün made her debut as Mimì in "La Bohème" in 1913, under the direction of Bruno Walter in Munich. Guest appearances took her to the leading opera houses of New York, Chicago, London, and Milan. Her artistic home base remained Munich until 1925, when she followed Walter to Berlin.

Her principal roles were Susanna in "The Marriage of Figaro," the Queen of the Night in "The Magic Flute" and the leading female parts in "The Barber of Seville," "Rigoletto," "Don Pasquale" and other operas. She was the first to sing Zerbinetta in the revised version of Strauss' "Ariadne auf Naxos."

In 1921, she married the tenor Karl Erb. They were divorced in 1932, and in the next year she married the pianist Michael Raucheisen, who died in 1984.

At the time of her second marriage she retired from singing, still, as her recordings of 1932 demonstrate, at the height of her powers. She then began a long and notable career as a teacher. Among her many successful pupils were the

sopranos Rita Streich and Elisabeth Schwarzkopf.

Miss Ivogün made about 60 recordings from 1916 to 1932. They show a fresh, silvery voice and a merry style that could be tinged with pathos in melancholy arias.

Kenneth Slack, 70, British Clergyman

LONDON (AP) — The Reverend Kenneth Slack, 70, a Presbyterian and one of Britain's best-known church leaders, is dead, the BBC reported Sunday night.

Dr. Slack was awarded the British Empire Medal for his services as a chaplain in World War II. He wrote 11 books, broadcast frequently and was a regular correspondent for newspapers and periodicals on religious affairs.

## Ulster Restores Sunday Drinking

Reuters

BELFAST — Drinkers in Northern Ireland enjoying their first Sunday in pubs since 1923 were greeted by pickets from the Free Presbyterian Church of the politician-preacher Ian Paisley, who condemns alcohol as "the devil's buttermilk." While the pickets prayed outside, the bars were packed.

Mr. Paisley sent pickets from 55 congregations to protest outside the pubs, opened for the first time in 64 years. The licensing laws were revised after pressure from the province's bar owners.

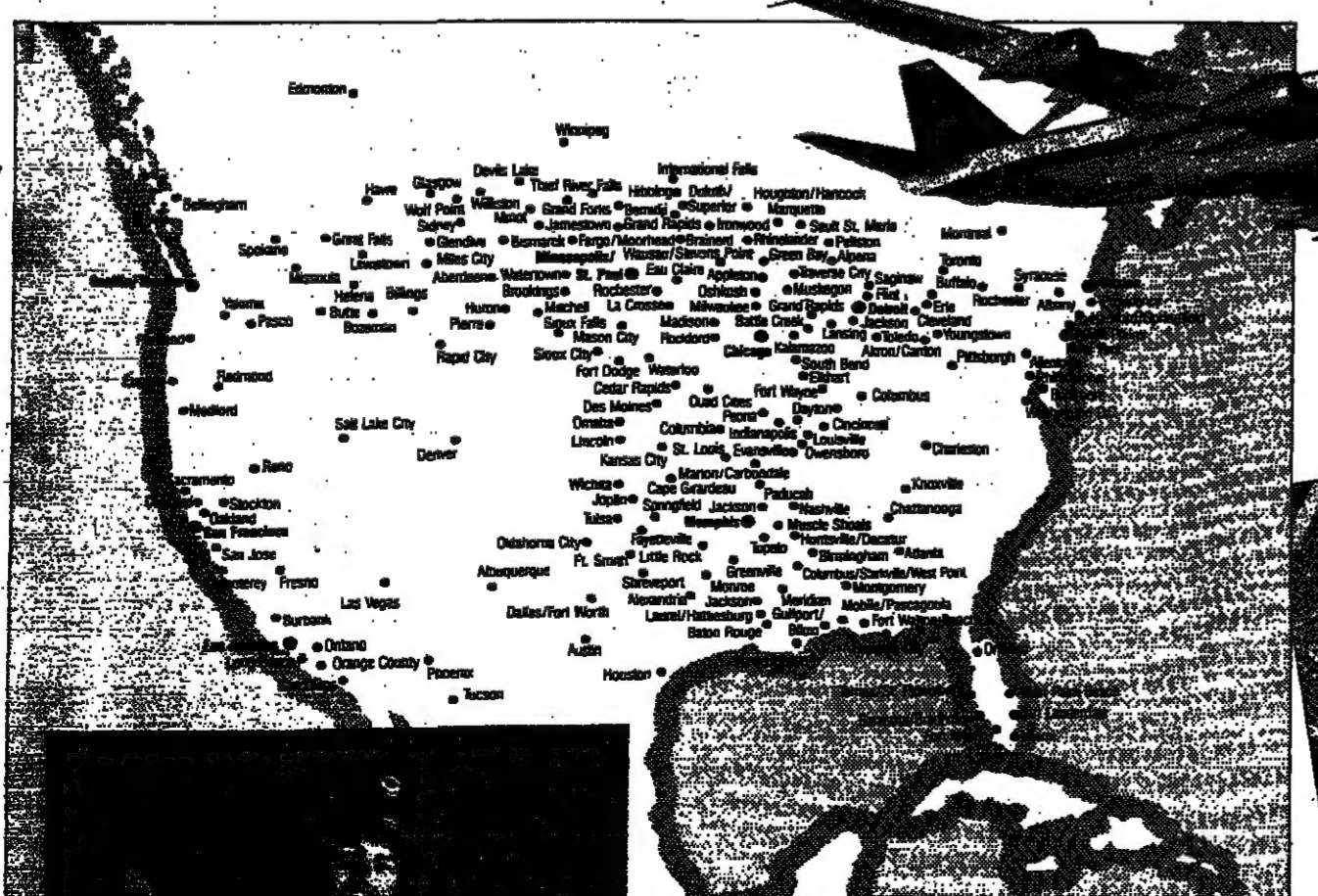
New York gives you many hotels to choose from. But only one St. Regis.

St. Regis Sheraton

Many of its guests in the signature of a great hotel.

St. Regis Sheraton, 25th Street, New York. The hospitality people of T.T. Toll-free in UK 0800-343325, in W. Germany 0150-3535. In New York (212) 733-4500. Telex: 148368.

# Look who gives you so much more of America.



At London Gatwick and at airports across the USA, there are Northwest "WORLDCLUB" lounges where you can relax in comfort between flights. First Class and Executive Class passengers can use these facilities free of cost on the day of travel. And Northwest is pleased to accept the American Express Card to charge full "WORLDCLUB" membership. Cards

Now is the time to apply for the American Express Card

"VISIT USA" Passes 1987

If you are visiting several USA cities, a multi-coupon Northwest Visit USA Pass, purchased before leaving Europe, can offer valuable fare savings. Travellers from some European countries can also benefit from Northwest's WORLDPERKS free flight plan and "City Package" programme. Wherever you go in the USA, you'll enjoy the convenience and the greater spending flexibility of the American Express Card, and the reassuring presence of the network of American Express Travel Service Offices. Cards

This year, Northwest is offering more Transatlantic flights than ever before from eight major European airports — Copenhagen, Dublin, Frankfurt, Glasgow Prestwick, London Gatwick, Oslo, Shannon and Stockholm. Through the gateway cities of Minneapolis/St. Paul, Boston and New York, Northwest's US domestic network and

Northwest Airlink services offer convenient connections to almost 200 cities across America. And Northwest warmly welcomes the American Express® Card for all your ticket charges. Cards

On Northwest's Transatlantic 747 and DC10 flights, First Class and Executive Class passengers enjoy the luxury of exclusive Regal Imperial service, including choice of menus, with free wines and drinks, separate check-in, and priority baggage delivery on arrival. And, of course, the American Express Card is the ideal choice for charging in-flight duty-free purchases, and even excess baggage. Cards

Call us! For details of Northwest flights, fares and special promotions in your area, contact your travel agent or call any of the following Northwest offices:

London 01-629 5353	Geneva 22-45 29 30	Paris 1-42 25 74 36
Amsterdam 020-26 31 61	Glasgow 041-236 4175	Rome 06-4757 957
Athens 01-324 0233	Helsinki 90-601 066	Ryde 01-477 0190
Bahamas 758048	Jeddah 02-6588479	Shannon 061-62555
Brussels 02-218 62 62	Johannesburg 011 280-4222	Stockholm 08-14 28 90
Copenhagen 01-14 88 99	Manchester 061-599 2471	Tel Aviv 03-295 183
Dhahran 03-6548342	Milan 02-466 952	Vietnam 0222-5128709
Dublin 01-717766	Muscat 701133	Zurich 01-251 2000
Frankfurt 069-23 43 44	Oso 02-11 20 10	

Or contact any of the American Express Travel Service or Representative Offices at over 1400 locations worldwide.

If you are not yet enjoying the benefits of Cardmembership, pick up an application form from any Northwest office.

Look to us.

NORTHWEST



ARTS / LEISURE

# On the Shelves: Pop, Jazz Discs

By Mike Zwerin

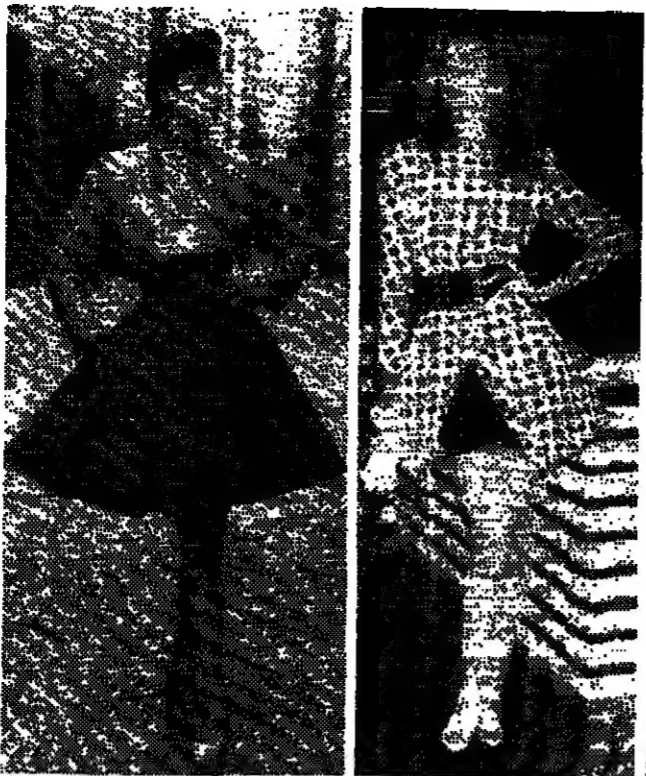
PARIS — The following is the first in an aleatoric series of reports about jazz and pop records of unusual interest.

"I Love Jazz" (French CBS): The 56 releases in this series have sold more than a million copies in Europe. The producer (and former jazz pianist) Henri Renaud concentrated on reissuing quality, marketable albums by musicians in need of no liner notes like Dave Brubeck, Erroll Garner, Stan Getz, Billie Holiday ("Lady In Satin"), Mahalia Jackson, Thelonious Monk and Toots Thielemans. Uninitiated Europeans (the series is not released in the United States) who wish to learn to love jazz might start with such repackaged compilations as "Louis Armstrong's Greatest Hits," "Benny Goodman plays George Gershwin" and "Fourteen Classics" by Count Basie. "We've taken jazz out of the ghetto," says Renaud. "Most of our sales have been in supermarkets and suburban malls. Shoppers just check out a Mahalia Jackson record along with the cheese."

fact, still among us, it appears to have snatched the body of Gil Evans. Glenn Miller's death, on the other extreme, made no difference whatsoever. Jimmy Knepper, musical director of a Charles Mingus ghost band, has said: "Isn't it a shame Glenn Miller died instead of his music?" If anything the band improved under Tex Beneke. Miller created corporate music, one director can be as good or bad as another. Which brings us to Les Brown, who is alive and well but whose band sounds as ghostly as ever. The "Band of Renown," celebrating its 50th birthday — 40 of them accompanying Bob Hope — with this album, continues to play swingless swing perfect for interludes between Hope's jokes. There has never been any there on The Road to There. The founder's brothers Butch and Stumpy, baritone sax and bass trombone, are still holding down their chairs.

John Cougar Mellencamp, "The Lonesome Jubilee" (Mercury): When Mellencamp sings "I guess it boils down to what we did with our lives / And how we deal with our own destinies" you might hear some Dylan or Bob Seger or a touch of Springsteen's "Nebraska" or just an ex wise-guy star named Cougar from Seymour, Indiana, who dealt with destiny by taking back his family name, moving back to his home state and growing up to be an artist. In "Down and Out in Paradise," an unemployed man, an alienated child and a homeless woman plead more than sing: "Dear Mr. President . . . I never thought this could happen to me." The sociopolitical country and folk-tinged messages by one of the rare rock role-models worthy of the role are supported by a restrained backbeat and instrumentation — including dulcimer, banjo, mandolin, autoharp, penny whistle, dobro and fiddle — which is in itself an ecological statement. Rock has not lost its soul so long as such lyrics are in the top ten: "There is a good life / Right across this green field / And each generation / stares at it from afar."

Film Note: Charlie Parker's widow Chan is to be technical consultant for a movie about the saxophonist's life. The lead will be played by an unknown and not, as previously planned, by Richard Pryor. Les Konitz is slated to play the alto on the soundtrack. Clint Eastwood will direct.



Ferré's flare; Versace's mini coat and (center) his bell skirt.

## Milan's Minis

Compiled by Our Staff From Dispatches

MILAN — There has been a mini-revolution on Milan's runways, where the spring ready-to-wear shows are featuring miniskirts, minidresses and minisuits.

Only a year ago, the Italian ready-to-wear designers playfully revived the miniskirt in an effort to lighten their staid tailored collections and make them more competitive with frivolous French fashion. To their surprise, the new look got rave reviews and the French immediately retaliated by yanking up their own hemlines.

In March, the battle continued with each side of the Alps claiming the record for the shortest mini for the winter of 1987-88.

Relegated for almost two decades to the fashion attic, the mini suddenly has reappeared on city streets with a boldness unknown to its Carnaby Street forerunner.

The halls of the Milan trade fair, where the spring-summer 1988 Italian ready-to-wear shows are being staged, are a microcosm of the world outside. Black leather miniskirts, super-short mini sweater dresses, chic plaid suits with blazer jackets almost longer than the matching skirt, are the "in" look among fashion editors and buyers attending the shows.

Krizia, who never shies from a daring trend — back in the early 1980s at the start of shoulder-pad-

ding, her box-shoulders could out-tackle any college fullback — presented her all-skirt collection with the longest outfit at least four inches above the knee.

The overall look is relaxed and youthful, safari style by day and birthday party demure by night with ruffled petticoat dresses in candid white or sweet floral prints.

Gianfranco Ferré presented his version of the summer mini, a super short skirt — at times so short it doesn't quite cover the buttocks. His peekaboo mini in black patent leather stamped to look like croc-

dile skin serves a double purpose: It can be a conversation piece as well as a water-resistant bathing suit.

Whereas Krizia shunned trousers in her collection, Ferré used them freely as an alternative to his minute mini. Loose and ankle-length, they came both in linen and soft silk, man-tailored or harem-style.

An important element of the new Ferré collection were super-structured stiff organza blouses.

In Emporio Armani, his lower priced line aimed at teenagers,

Giorgio Armani showed ultra-short sarongs as an alternative to shorts, sheaths or full skirts.

Already well-known to men and women who follow fashion for his elegant, understated attitude toward clothes, Armani is reaching a new public through movie theaters.

Armani did the costumes for the hugely successful Brian de Palma film "The Untouchables," set in the 1930s when Al Capone held sway in Chicago.

Anchored by the loose-fitting blazer jacket that is Armani's claim to fame, the collection branched



Bermudas from Emporio Armani; micro suit by Krizia.

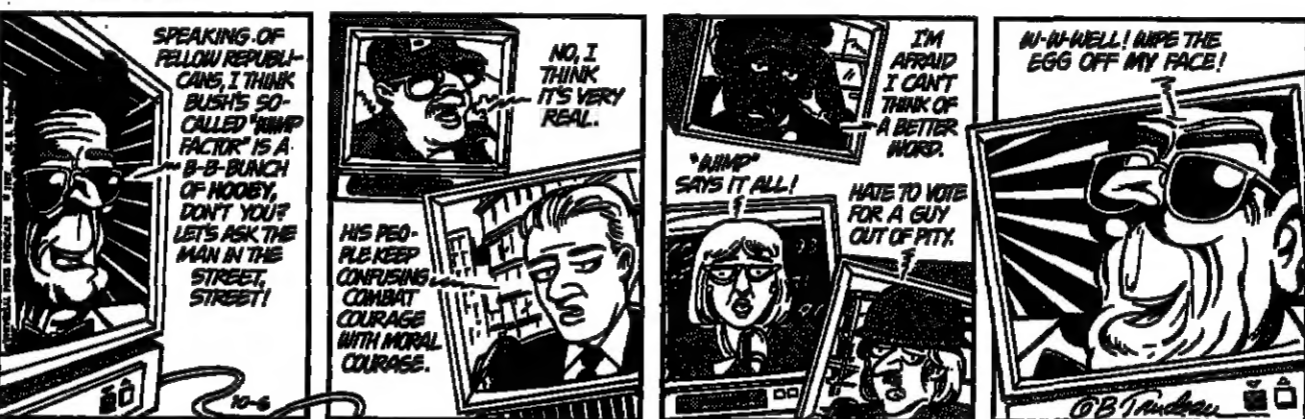
out into Bermuda shorts and drape-front skirts that just grazed the hips.

Valentino showed some of the shortest mini-skirts, in slinky python skins and supple woven leath-

ers, going along with the look that is emerging in Milan this week — leggy but soft, ladylike and carefully constructed.

Gianni Versace celebrated his 20th season on the Milan runways with a collection full of short, stiff bell-shaped skirts and variations on a drastically feminized blazer he calls "the blady . . . a blazer made for a lady."

### DOONESBURY



New fall-winter collection  
**ESCADA**  
in Paris  
at special  
export prices  
**Marie-Martine**  
8, Rue de Sévres, Paris 6th.  
50, Fbg. St. Honoré, Paris 8th.

COMPLICE



NYSE Most Actives				
Vol.	High	Low	Last	Chg.
IBM	258.00	257.00	257.00	+0.25
AT&T	174.00	173.00	173.00	+0.25
GE	114.00	113.00	113.00	+0.25
Boeing	104.00	103.00	103.00	+0.25
Amgen	104.00	103.00	103.00	+0.25
Amgen	104.00	103.00	103.00	+0.25
Amgen	104.00	103.00	103.00	+0.25
Amgen	104.00	103.00	103.00	+0.25
Amgen	104.00	103.00	103.00	+0.25

Dow Jones Bond Averages		
	Close	Chg
Bonds	83.54	+ 0.07
Utilities	81.83	+ 0.19
Industrials	85.24	- 0.16

Market Sales				
	NYSE	AMEX	NASDAQ	OTC
NYSE 4 p.m. volume	129,498,000			
NYSE 4 p.m. volume	129,498,000			
NYSE 4 p.m. volume	129,498,000			
NYSE 4 p.m. volume	129,498,000			
NYSE 4 p.m. volume	129,498,000			

NYSE Diary		
	Close	Prev.
Advanced	687	591
Declined	100	100
Unchanged	100	100
Total Issues	100	100
New Highs	100	100
New Lows	100	100

NYSE Index				
	High	Low	Close	Chg.
Composite	180.44	179.74	180.44	+0.01
Industrials	180.44	179.74	180.44	+0.01
Utilities	180.44	179.74	180.44	+0.01
Finance	180.44	179.74	180.44	+0.01

Odd-Lot Trading in N.Y.			
	Buy	Sales	*Sh <sup>1</sup>
Oct. 2	299,211	450,578	89
Oct. 1	299,253	453,381	1,028
Sept. 30	299,034	436,775	1,397
Sept. 29	272,602	483,473	1,871
Sept. 28	344,381	508,291	84

\*Included in the sales figures

Monday's NYSE Closing				
	High	Low	Close	Chg.
Advanced	687	591	687	+0.01
Declined	100	100	100	+0.01
Unchanged	100	100	100	+0.01
Total Issues	100	100	100	+0.01
New Highs	100	100	100	+0.01
New Lows	100	100	100	+0.01

Dow Jones Averages				
	Open	High	Low	Last
Indus	2644.54	2650.78	2641.97	2642.12
Trans	1004.91	1012.10	1003.12	1003.12
Util	200.27	201.81	199.97	200.01
Comp	64.18	65.25	63.25	63.25

AMEX Diary		
	Close	Prev
Advanced	278	320
Declined	342	306
Unchanged	244	257
Total Issues	864	883
New Highs	29	20
New Lows	18	20

Standard & Poor's Index				
	High	Low	Close	Chg.
Industrials	2644.54	2650.78	2641.97	2642.12
Utilities	1004.91	1012.10	1003.12	1003.12
Trans	200.27	201.81	199.97	200.01
Comp	64.18	65.25	63.25	63.25

NASDAQ Index			
	Close	Chnge	Week Ago
Composite	453.64	+ 2.83	442.99
Industrials	488.92	+ 3.81	473.84
Finance	523.40	- 1.02	517.27
Insurance	468.71	+ 0.71	451.27
Utilities	34.35	+ 0.27	34.84
Bonds	492.76	+ 0.82	487.55
Transp.	477.21	+ 1.53	471.17

NASDAQ Diary		
	Close	Prev
Advanced	1,158	1,212
Declined	1,043	1,043
Unchanged	n.d.	2,500
Total Issues	n.d.	4,800

AMEX Most Actives				
Vol.	High	Low	Last	Chg.
Wendell	100.00	99.00	99.00	+0.25
Wendell	100.00	99.00	99.00	+0.25
Wendell	100.00	99.00	99.00	+0.25
Wendell	100.00	99.00	99.00	+0.25
Wendell	100.00	99.00	99.00	+0.25

AMEX Stock Index				
	High	Low	Close	Chg.
Indus	2644.54	2650.78	2641.97	2642.12
Trans	1004.91	1012.10	1003.12	1003.12
Util	200.27	201.81	199.97	200.01
Comp	64.18	65.25	63.25	63.25

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

12 Month High	Low	Stock	Div.	Yld.	PE	Stk.	100 High	Low	Close	Chg.
28 1/4	27 1/4	AAR	50	14	23	61	37 1/4	37	37 1/4	+1/4
17 1/4	17 1/4	ACI	10	10	10	10	17 1/4	17 1/4	17 1/4	+1/4
17 1/4	17 1/4	ADP	10	10	10	10	17 1/4	17 1/4	17 1/4	+1/4
17 1/4	17 1/4	ADP	10	10	10	10	17 1/4	17 1/4	17 1/4	+1/4
17 1/4	17 1/4	ADP	10	10	10	10	17 1/4	17 1/4	17 1/4	+1/4

## Prices Ease on Profit-Taking

**United Press International**  
NEW YORK — Prices on the New York Stock Exchange eased Monday in moderate trading after a day of profit-taking in which investors consolidated gains made last week.  
The Dow Jones industrial average, which soared nearly 71 points last week, was off 0.81 to 2,640.18.  
Declines led advances by a 4-3 ratio among the 1,954 issues traded.  
Volume amounted to about 153 million shares, down from 189.1 million traded Friday.  
Analysts said the market's downturn Monday was merely a breathing space while investors consolidated last week's advance.  
"It's just a normal setback from the good action last week," said Rodd Anderson, vice president in Shearson Lehman Brothers Inc.'s equity trading department. "I'd be surprised if it falls below 2,600, but they're entitled to a little rest."  
Mr. Anderson said the breadth of last week's advance was "a little questionable," while some issues remain overextended, offering opportunities for profit-taking.  
Some market participants had expected a recovery from last week's weakness in the credit markets, but bond prices were lower Monday and the consequent higher yields attracted some investment funds away from equities.  
Robert Ritter, a technical analyst with L.F. Rothschild Holdings Inc., said the market, having recovered more than 120 points from recent

lows, "was overbought and simply was overextended." But Mr. Ritter predicted that the retrenchment will be short.  
Anne Gregory, publisher of the Merrill Lynch Market Letter, said the securities giant's research group foresees stock prices hitting "moderate new highs before the end of the year."  
Ms. Gregory said Merrill analysts are optimistic about corporate earnings, predicting third-quarter results will be as much as 40 percent ahead of year-ago levels.  
Hanson Trust led the advances, gaining 1/2 to 15 1/2.  
Stock of Tennessee, rumored to be a potential takeover target, was second among the advances, gaining 2 1/2 to 59 1/2.  
National Semiconductor was third, rising 1/2 to 22.  
Elsewhere in the technology group, Digital Equipment rose 5/8 to 197 1/4, Cray Research 2 1/2 to 97 1/4, Telex 1 1/2 to 55 1/4, Data General 2 1/2 to 34 1/4, IBM 1 1/4 to 156 1/4, Wang Laboratories Class B 1/2 to 19 1/4 and Intel 1/4 to 62 1/4.  
Zayre was active, and also gained, rising 2 1/2 to 34 1/4. Zayre said the investor Edward DeBarolo Jr. informed it that a group he leads holds more than \$15 million of its stock.  
Union Carbide advanced 1 1/2 to 32 1/4 after the Supreme Court left intact lower-court rulings that hundreds of lawsuits relating to the 1984 disaster in Bhopal, India, should be tried in India.

12 Month High	Low	Stock	Div.	Yld.	PE	Stk.	100 High	Low	Close	Chg.
27 1/4	27 1/4	Bell	10	10	10	10	27 1/4	27 1/4	27 1/4	+1/4
27 1/4	27 1/4	Bell	10	10	10	10	27 1/4	27 1/4	27 1/4	+1/4
27 1/4	27 1/4	Bell	10	10	10	10	27 1/4	27 1/4	27 1/4	+1/4
27 1/4	27 1/4	Bell	10	10	10	10	27 1/4	27 1/4	27 1/4	+1/4
27 1/4	27 1/4	Bell	10	10	10	10	27 1/4	27 1/4	27 1/4	+1/4

12 Month High	Low	Stock	Div.	Yld.	PE	Stk.	100 High	Low	Close	Chg.
27 1/4	27 1/4	Bell	10	10	10	10	27 1/4	27 1/4	27 1/4	+1/4
27 1/4	27 1/4	Bell	10	10	10	10	27 1/4	27 1/4	27 1/4	+1/4
27 1/4	27 1/4	Bell	10	10	10	10	27 1/4	27 1/4	27 1/4	+1/4
27 1/4	27 1/4	Bell	10	10	10	10	27 1/4	27 1/4	27 1/4	+1/4
27 1/4	27 1/4	Bell	10	10	10	10	27 1/4	27 1/4	27 1/4	+1/4

## Diversify into Gold and Minimize Your Risk. Now.

Why? Because gold moves independently of paper investments, it therefore tends to have a stabilizing effect on your portfolio. The historical trend of the gold price has always been up. You can never be certain which way paper investments will go. But if you put 10-15% of your assets in gold, you can always be sure they are protected by something solid.

Ask your bank or broker today, or write for your free copy of the "European Guide to Gold" to:

Gold Information Centre 115  
B.P. 351-CH-1211 Geneva 3  
Switzerland.



# China's first international business magazine.

Jointly published by  
Business Week, International  
Management, and  
the People's Republic  
of China

INTERNATIONAL BUSINESS AND MANAGEMENT

克萊斯勒公司的  
下一步棋

要科克是  
使克萊斯勒  
公司起死回  
生的英雄。亞科  
科克之子  
科克之子

and cover a broad range  
of business and economic news.  
Financial trends. Management  
techniques. Product and marketing  
development. Start speaking the  
language of new opportunity.

Frankfurt: Percy Fahrbaeh (09) 72-01-81  
Hong Kong: Stephen Maropoulos (5) 280148  
London: Imgard Fischer (21) 27-44-11  
London: Keith Mantle (1) 493-1451  
Milan: Roberto Lauri (2) 805-95-67  
New York: Charles Menatti (212) 512-3867  
Paris: Carol Shamieh (1) 42-80-03-41  
Sao Paulo: Ernest McNary (11) 239-3811  
Stockholm: Andrew Harnig (8) 4400-05  
Tokyo: Paul Ishii (3) 581-9811.

Business and  
Management

Articles come directly from BUSINESS WEEK,  
BUSINESS WEEK INTERNATIONAL, and INTERNATIONAL  
MANAGEMENT — all McGraw-Hill publications —

(Continued on next left-hand page)



.20	1.3	33	64	15 <sup>1</sup> / <sub>2</sub> h	15 <sup>1</sup> / <sub>2</sub> h	15 <sup>1</sup> / <sub>2</sub> h
.35	1.3	19	179	27 <sup>1</sup> / <sub>2</sub> h	27 <sup>1</sup> / <sub>2</sub> h	27 <sup>1</sup> / <sub>2</sub> h

Rejects T  
Burnish C

CC Clear- T

\_\_\_\_\_

[illegible]

## BUSINESS ROUNDUP

## Midi Plans to Buy Big French Broker

By Jacques Néher  
Special to the Herald Tribune

PARIS — Compagnie du Midi, an insurance and financial services group, said Monday that it plans to buy France's biggest stockbroker, Meeschaert Rousseau & Compagnie, as soon as a new law allows such acquisitions.

The proposed price was not disclosed, but Bernard Pagézy, chairman of Midi, said it would involve transfer of Midi stock as well as cash. One report, however, estimated

the price at more than 500 million francs (about \$81.5 million).

Separately Monday, another major Paris broker, François-Dufour, Kervenn & Compagnie, said it was in talks with several potential acquirers, including Cerus SA, the French financial holding company controlled by the Italian industrialist Carlo de Benedetti.

The moves follow several similar announcements over the past few months that anticipate legislation before the end of the year that will break the monopoly held by 45

stockbrokers over trading on the Paris Bourse.

The proposed law would permit banks and other institutions to buy progressively into the capital of the brokers, and take majority control by 1990. Up until now, a 180-year-old law has prevented outsiders from owning shares in the brokers.

The draft legislation, which has been dubbed "Big Bang à la française," will also permit outside institutions, including foreign brokers, to apply for entry onto the trading floor.

Mr. Pagézy said in a published interview Monday that the acquisition of Meeschaert Rousseau supports his objective of "making Midi into one of the great European financial groups."

He said Midi's first efforts will be focused on bolstering the broker in Paris, but that operations could ultimately be expanded to London and New York.

Midi is involved in a bidding war with Brierley Investments Ltd. of New Zealand for a British life insurance company, Equity & Law PLC. The latest bid, by Brierley on Sept. 29, values Equity & Law at about \$457 million.

Meeschaert Rousseau, which employs 230 people, mostly services French and foreign institutional clients. It reported net earnings in 1986 of 50 million francs on revenue of 287 million.

Midi said it would acquire Meeschaert Rousseau over the next three years, or sooner if the new law permits. The draft legislation would allow outsiders to acquire 30 percent of a broker's stock as of Jan. 1, 1988, 49 percent on Jan. 1, 1989, and 100 percent on Jan. 1, 1990.

Mohamed Soyah, an analyst with a Paris broker, Jean-Pierre Finaison, said that with Midi's backing, Meeschaert Rousseau "will get a much larger part of the market, and that will reduce the revenues of the other brokers."

Meanwhile, François-Dufour, Kervenn, a broker that employs 150 persons, said it was in talks with Cerus as well as other groups, but that the Cerus negotiations were further advanced.

Cerus, which also owns the French auto parts manufacturer Valeo SA, declined comment.

Over the past three months, four other Paris brokers have announced plans to link up with other institutions, once the new law is enacted.

The ventures will bring together Banque Nationale de Paris and Bouquet; Société Générale and Delahaye-Ripault; and Crédit National and Dupont-Denat.

In addition, a London-based broker, James Capel & Co., will join forces with Dufour, Koller, Lacarrière.

## Australian Airlines Will Buy Boeings Before Airbus 320s

Reuters

SYDNEY — Australian Airlines said Monday that it had deferred an order for nine Airbus A320 jets, due for delivery between April 1989 and June 1990, and would buy four Boeing 737-300s instead.

The chairman, Neil Smith, said the government-owned airline would now take delivery of the aircraft from Airbus Industrie, the European consortium, in the 1990s.

He said the delay was unrelated to the suitability of the A320. The airline, he said, acted out of "concern at the impact on its resources of introducing a completely new type of aircraft at a time when significant change is likely to occur in Australian domestic aviation."

The government's two-airline agreement, restricting main route domestic flights to privately owned Ansett Airlines and Australian Airlines, is expected to be terminated in 1990. The Labor government has also raised the possibility of privatizing Australian Airlines.

James Strong, general manager of Australian Airlines, said the carrier would buy the four 737s from Boeing Co. in 1988-89. And, he said, the airline would bring a fourth A300 leased to Air Niugini, the Papua New Guinea national carrier, back to its operating fleet.

The fleet currently comprises three Airbus A300s, 12 Boeing 737-300s, 10 Boeing 727-200s and five McDonnell Douglas Corp. DC9s. Smart ladders, senior vice president of Airbus Industrie, minimized the deferral, noting that Airbus had firm orders for 287 A320s.

"Airbus Industrie expects that the previous Australian Airlines delivery positions in 1989-90 will be quickly taken up by other customers," he added.

Argonaut Group Inc., a Los Angeles-based insurance holding company, will be bought by the investment firm Gibbons, Green, van Amerongen in a leveraged buyout valued at about \$620 million, the companies said Monday.

The offer came several weeks after negotiations failed on a proposed \$52-a-share merger of Argonaut with a Bermuda-based insurance company, Clarendon Group Ltd.

Gibbons Green agreed to pay \$45 in cash and a share of publicly traded preferred stock in the new corporation, expected to be valued at about \$8, for each of Argonaut's 11.7 million common shares outstanding.

Argonaut shares rose 75 cents to \$48.25 in early national over-the-counter trading on Monday.

Argonaut, which was spun off last year by Telcelco Inc., a Los Angeles-based manufacturing and insurance company, is involved in casualty and property insurance.

In the first half of 1987, Argonaut had a profit of \$41.3 million. D.W. Schrempf, Argonaut's president, said the company would operate independently. Its management will remain in place and will be offered the chance to take part in the buyout.

Gibbons, Green is a specialist in leveraged buyouts, in which a company is acquired mostly with borrowed funds that are repaid with proceeds from the sale of the company's assets or with its cash flow.

Guinness Says Riklis Will Sell Huge Stake

Reuters

LONDON — Meshulam Riklis, head of the U.S. conglomerate Rapid American Corp., will sell his 30 million-share stake in Guinness PLC on the London market through institutions "friendly to Guinness," a spokesman for the beverage group said Monday.

The shares, which have a market value of about £112.5 million (\$182 million), were acquired last year during Guinness's takeover of the whiskey producer Distillers Co.

Transportation Division showed satisfactory results.

On the Threshold of a New Phase of Development

Thanks to the Brokdorf power station, nuclear energy now accounts for 70% of PreussenElektra's total output. For unit 4 of the Heyden coal-fired power plant the process of going into operation continued. Approval was given for a new 520 MW hard coal facility. Braunschweigische Kohlen-Bergwerke AG is now almost wholly owned by VEBA.

DEMINEX shared in the success of the North Sea oil fields. RHENUS significantly reinforced its market position through the acquisition of Weichelt, the forwarding agents. VEBA acquired a 12.5% participation in HAPAG-LLOYD. RUHRGLAS was sold.

An agreement was signed calling for the acquisition of the chemical operations of DYNAMIT NOBEL — thus giving VEBA a

foothold in high-growth, future-oriented sectors. This acquisition has already been approved by the German Federal Cartel Office. Important steps have thus been taken to ensure realization of projected rates of growth.

VEBA Shares Show Strength

During the past two years, VEBA's stock has risen 100 points. The dividend yield was above average. Both trends attest to the sound quality of VEBA shares — a healthy mix of growth potential with security. Over the next five years, a total of DM 19 billion will be invested in expanding the Group.

Confidence in the Future

The strong cash flow is projected to improve still further. Corporate strategic plans are in the process of realization. Present developments point to overall results for 1987 matching the previous year's level and a dividend of at least the DM 10 per share that was paid in 1986.

## Managers Agree to Buy MFI From ASDA for £505 Million

Reuters

LONDON — ASDA-MFI Group PLC said Monday that it would sell its MFI furniture retailing unit to senior management for £505 million (\$820 million).

The new company is to acquire a 25 percent equity stake in Hygena Ltd., MFI's furniture supplier, for £52 million.

The new company formed by senior members of the ASDA management is led by Derek Hunt, who built up the MFI business before it merged with the ASDA supermarket chain two years ago.

ASDA's program of disposing of noncore operations has now realized £600 million.

The proceeds of the sales of MFI and two other units will be used to finance ASDA's £1 billion investment plan, which envisions the opening of 34 new superstores.

ASDA shares opened at 204 pence on the London Stock Exchange, down from Friday's 207 pence close, but recovered later to

close at 208 on a volume of 16.2 million shares.

ASDA's group managing director, John Hardman, said the buyout was "a further stage in our stated objective of concentrating all of our resources on the fast-expanding superstore business."

In July, ASDA said it planned to sell MFI, the dairy division of Associated Fresh Foods Ltd., and Allied Carpet Stores Ltd.

It made the Associated Foods sale the following month for £80 million. ASDA said negotiations for the sale of Allied were at an advanced stage.

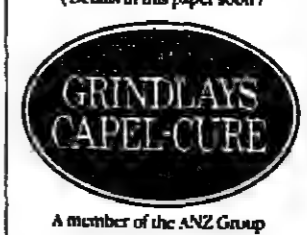
The board of the new company that will own MFI said it would seek a listing on the stock exchange within three years.

The MFI sale would have entitled ASDA to receive £470 million in cash and the repayment of a £35 million intercompany loan.

ASDA has chosen to receive shares representing 25 percent of the new MFI/Hygena group instead of £52 million of the cash consideration.

How the extremely rich invest to stay that way.

(Details in this paper soon)



A member of the ANZ Group

FOREIGN & COLONIAL RESERVE ASSET FUND	
PRICES AT 29.9.87	
A: U.S. DOLLAR "CASH"	\$10.31
B: MULTICURRENCY "CASH"	\$14.11
C: DOLLAR BONDS	\$12.40
D: MULTICURRENCY BONDS	\$15.92
E: STERLING BONDS	\$11.69
F: DEUTSCHE MARK BONDS	DM10.11
G: YEN BONDS	¥10.09/00
H: ECU BONDS	ECU10.30
I: STERLING EQUITY	£13.59
M: U.S. EQUITIES	\$15.09
N: JAPANESE EQUITIES	¥10.29/00
O: GLOBAL EQUITIES	\$13.23
P: STERLING "CASH"	£10.45
Z: GOLD	\$17.24

FOR OTHER F.F.C. FUNDS SEE INTERNATIONAL FUNDS LIST

## Chemical Bank Home Loans

The Best UK Mortgages for Expatriates

\* interest only \* no capital repayment

\* immediate funds available

Phone our mortgage consultants on 01-340 3011/ 5214

## TENDER NOTICE

THE "SOCIETE BURKINABE DES FIBRES TEXTILES" (SOFITEX) - B.P. 147 - BOBO DIULASSO (BURKINA FASO) hereby gives notice of invitation to international tender for the supply of Ginning cotton equipments in four lots as follows:

- LOT 1: seed cotton suction, moistening, cleaning and distribution;
- LOT 2: seed cotton ginning with seed and trash evacuation system;
- LOT 3: fiber cotton cleaning and manipulation;
- LOT 4: fiber cotton pressing and bales bagging

## TENDER NOTICE

May be obtained from:  
— SOFITEX - B.P. 147 BOBO DIULASSO (BURKINA FASO)  
— SOFITEX - B.P. 1650 OUAGADOUGOU (BURKINA FASO)  
— C.F.D.T. (DIE) - 18, rue de Monceau, 75008 PARIS (FRANCE)  
phone (1) 48-59-55.95 against payment of F. CFA 150,000 (SOFITEX) or FF 3,000 (C.F.D.T.).

## PLACE AND DATE OF DELIVERY

At BOBO DIULASSO (Burkina Faso) 7 months after notification

## BIDS

Bids must be sent to SOFITEX or C.F.D.T. before OCTOBER 31st, 5 p.m.

## FCC Clears Taft Buyout Bid

The Associated Press

CINCINNATI — The Federal Communications Commission has approved the transfer of broadcasting licenses held by Taft Broadcasting Co., clearing the way for a \$1.44 billion buyout of the company, Taft announced Monday.

Taft shareholders are selling the media company to an investor group, TFBA Limited Partnership, that includes FMI Financial Corp., which is controlled by the Cincinnati financier Carl H. Lindner.

Other partners include the Fort Worth, Texas, investor Robert M. Bass and Dudley S. Taft, Taft Broadcasting's vice chairman.

Mr. Taft is the son of Hulbert Taft Jr., who founded Taft Broadcasting nearly 30 years ago.

Mr. Lindner is chairman of American Financial Corp., which owns 72 percent of FMI Financial. FCC approval was considered

the final hurdle to completion of the transfer. Taft said in a news release that the transaction should be completed Tuesday.

Taft shareholders approved the merger in a special vote last month. They are to receive \$157 for each share they own of Taft common stock. They also had the option of taking \$144 in cash and one share of FMI common for each Taft share.

Earlier this year, Mr. Taft made a bid jointly with the investment banking company Narragansett Capital Inc. of Providence, Rhode Island. In March, the Taft board unanimously rejected that bid, which, at \$145 a share, valued the company at \$1.35 billion.

Mr. Taft's group subsequently raised its bid to \$150 a share, and then joined forces with TFBA. TFBA's members currently own 42 percent of Taft's stock outstanding.

## Performance for the first 6 months of 1987:

Consolidated Figures for the first 6 months of	1987	1986	Change
Group external sales	DM 19.6 bn	DM 21.1 bn	- 7.4%
Group net income	DM 304 mn	DM 303 mn	+ 0.3%
Capital expenditure	DM 913 mn	DM 991 mn	- 7.9%
Employees	72,611	69,734	+ 4.1%

## VEBA: German Corporation with the Largest Shareholder Base

The capital stock is owned by more than 600,000 shareholders including 90% private individuals and nearly 35,000 VEBA employees. In March of this year VEBA was fully privatized, thus initiating a new phase in the Company's development.

## Latest Figures Again Point to Favorable Results

Although Group external sales declined to DM 19.6 billion, owing primarily to low oil prices, net income reached DM 304 million, matching the high level of the first half of 1986.

All of VEBA's divisions were profitable. The Electricity Division kept prices constant. PreussenElektra's deliveries were up 8.3%. HÜLS attained above-average results. Thermoplastics and organic chemicals performed well. VEBA OEL maintained its position. Refinery capacity utilization was again at 95%. The Trading and

Transportation Division showed satisfactory results.

## On the Threshold of a New Phase of Development

Thanks to the Brokdorf power station, nuclear energy now accounts for 70% of PreussenElektra's total output. For unit 4 of the Heyden coal-fired power plant the process of going into operation continued. Approval was given for a new 520 MW hard coal facility. Braunschweigische Kohlen-Bergwerke AG is now almost wholly owned by VEBA.

DEMINEX shared in the success of the North Sea oil fields. RHENUS significantly reinforced its market position through the acquisition of Weichelt, the forwarding agents. VEBA acquired a 12.5% participation in HAPAG-LLOYD. RUHRGLAS was sold.

An agreement was signed calling for the acquisition of the chemical operations of DYNAMIT NOBEL — thus giving VEBA a

foothold in high-growth, future-oriented sectors. This acquisition has already been approved by the German Federal Cartel Office. Important steps have thus been taken to ensure realization of projected rates of growth.

## VEBA Shares Show Strength

During the past two years, VEBA's stock has risen 100 points. The dividend yield was above average. Both trends attest to the sound quality of VEBA shares — a healthy mix of growth potential with security. Over the next five years, a total of DM 19 billion will be invested in expanding the Group.

## Confidence in the Future

The strong cash flow is projected to improve still further. Corporate strategic plans are in the process of realization. Present developments point to overall results for 1987 matching the previous year's level and a dividend of at least the DM 10 per share that was paid in 1986.

ELECTRICITY

OIL

CHEMICALS

TRADING AND TRANSPORTATION

VEBA



## COURSE: Prices Rise Worldwide

(Continued from first finance page)

re is one major impediment to the establishment of a true world market: settlement. If anything, the settlement problem has worsened. The explosion in transactions on foreign exchanges has led to frustrating difficulties in clearance of securities transactions.

A single world clearing system, presumably based on uniform settlement times, such as the five-business-day norm in the United States, is currently only a dream, though many countries are working on it.

But should such a system ever come a reality, the consequences of stock trading would presumably be immense. As it is, the world's banks and central banks are operating on an estimated \$1 trillion a day in currency

U.S. securities underwritings rose 20 percent to \$70.16 billion in the quarter. Page 17.

and bond trading and to pay for imports and exports.

### United States

While overtaken in total market capitalization by the high-flying Japanese stock market, the American stock market still sets the world's standards. The United States is a bastion of political and economic stability, and the quality of its stocks, trading and execution tends to attract international investors, especially in times of crisis. Even in calmer times, a relatively low price-earnings ratio of the average American stock, at about 20, is a strong lure.

According to Morgan Stanley, U.S. stock prices rose 5.8 percent in the third quarter, the 10th-best performance among the world's stock markets. That compares with a 6.9 percent rise in the second quarter, the first quarter of the year, U.S. stock prices rocketed ahead by 23 percent.

The key Dow Jones industrial average closed Friday at 2,640.99, up from 2,630.99 on Sept. 22, the Dow gained a record 75.23 points. Wide swings in the Dow have become commonplace; it often jumps or plunges 30, 40 or even 50 points a day. There are several reasons for these shifts. The Dow is made up of a big capitalization blue chips favored by institutional investors, including Japanese players who can throw billions into the market — just as quickly pull billions out — and there is programmed trading.

Liam C. Brand, an international analyst at Merrill Lynch Economics, believes the American market is the place to go. "The dollar is

stabilizing," he said. "As long as it holds, the Japanese will continue to buy." Mr. Brand said that the Dow may reach "2,850 to 2,950, possibly even a little higher."

Many analysts expect blue chips such as IBM, General Electric, and Merck, to lead the stock market once again, although secondary issues have been showing some life recently.

### Japan

In the third quarter, stocks traded on the Tokyo stock exchange gained 4.6 percent in dollar terms and 4.2 percent when pegged against the yen. In July, the Nikkei index pulled back to the 23,500 level, but recently, at 26,000 or so, it has been near its historic highs.

The lofty price-earnings ratio in Japan, which averages 70, discourages many foreign investors, but that has not hurt the market. "People are still nervous abroad," Mr. Brand noted, "but the Japanese are accustomed to it."

Orest Pokladok, an analyst at Carl Marks & Co., a U.S. broker that executes trades abroad, said he is "still sort of wary of Japan because of the high P/E's, although there is evidence that business is picking up," especially in the domestic sector.

However, the jury is still out on whether the Japanese consumer "can be convinced to save less and spend more." He said that many exporters have been forced to "cut down to the bone, to streamline; I'd begin to take a look at some of the big exporters again."

It is fairly easy for American investors to buy Japanese equities. There are mutual funds that specialize in Japanese stocks, and many of those stocks, such as Mitsubishi, Hitachi and Sony, also trade on American exchanges as American Depositary Receipts, which represent a security issued in a foreign country.

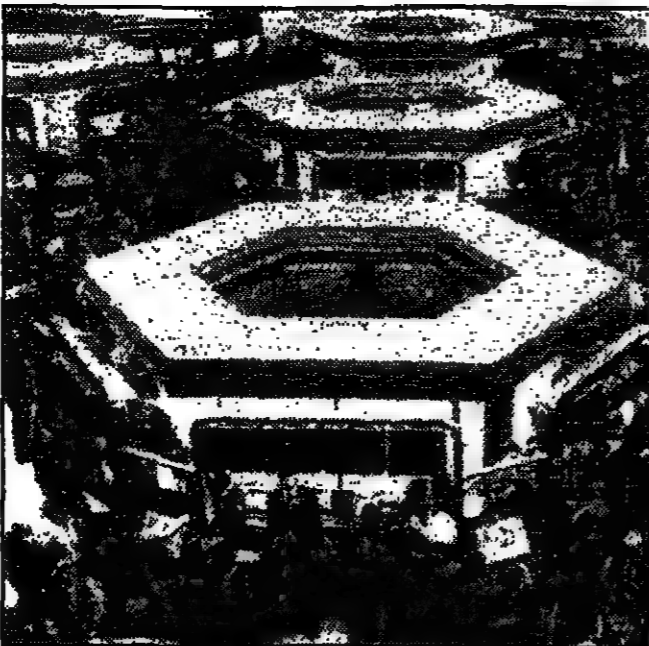
### Britain

The London Stock Exchange rose 4.5 percent in dollar terms in the third quarter. When figured in pounds, the market gained 3.3 percent.

"The third quarter was probably a disappointment to the local British brokers," said Carl Adams, a Carl Marks analyst, "but to foreign investors it was definitely positive."

Mr. Adams said he did not expect a spectacular runup in British equities like the one in August that pushed the Financial Times-Stock Exchange index to a record 2,443.4, "but it will be higher than where it is now."

He is recommending stocks in "service and selected industrial groups." His stock choices for the next quarter include Metal Box, a packaging company; Next, a consumer retailer; Hawley, cleaning, security and food services, and Poi-



The trading floor of the London Stock Exchange as it entered the age of computer trading in October last year.

ly Peck, a transportation and shipping concern.

Price-earnings ratios in Britain are around 16, historically high by British standards.

Many British stocks trade as ADRs in the United States, and the British Fund enables American residents to buy shares in a closed-end investment company that invests primarily in British stocks. U.S. brokerage firms are also represented in London, and Americans can buy stocks directly.

Mr. Brand of Merrill Lynch said London "is a bottoming market, just like ours; it could go back to the highs."

### West Germany

Frankfurt's stock exchange gained 3.3 percent in dollar terms during the second quarter, or 4.3 percent in Deutsche marks.

Still, Mr. Brand likes the West German stock market. "The underlying stock market is doing quite well," he said. "The chemicals are doing extremely well."

Mr. Pokladok of Carl Marks said: "Conditions are developing which might strengthen the market. There is a better tone of business activity. Inflation is under control. I could see the market rising 20 or 25 percent by the end of the year."

He is recommending detergent company Henkel, Nixdorf in computers, Siemens (electronics), Continental (tires and rubber) and Deutsche Bank.

Mr. Pokladok said the average price-earnings ratio of West German stocks is only about 12. And, he argued, the ratios of the stocks of German companies "are probably much lower" than that. "The figures they show to investors are the same as they show to the tax people," he said "so they have an incentive to understate their earnings."

### Canada

In U.S. dollar terms, the Canadian stock market rose 6.4 percent; in Canadian dollar terms the gain was 4.6 percent.

Joseph DeSantis, a Carl Marks analyst, said that the Canadian stock market, like much else in Canada, is often held hostage to what goes on in its colossal southern neighbor. Movements in U.S. interest rates, especially, are mimicked in Canada.

But Canada offers foreign investors a great resource play, Mr. DeSantis noted. "The stability of prices in metals, combined with corporate slumping down, could lead to higher profits," he said.

### Hong Kong

The Hong Kong stock market has been surging. In the past three months, equities have jumped 23.1 percent. The Hang Seng index is trading at record highs, near the 4,000 level.

Robert J. Pelosky Jr., at Carl Marks said he expected "more of the same" in the fourth quarter, thanks to a continuing influx of foreign money. Much of the money is coming from Taiwan, he said.

Noting that the typical Hong Kong stock carries a price-earnings ratio of 18, "which in that part of the world is pretty cheap," Mr. Pelosky said he is concerned that stock prices are being hyped somewhat by Hong Kong companies plowing their profits into the market.

Robert Li, 58, the exchange's ebullient chairman, said that 272 securities are now traded, and the exchange "is applying to the government of Hong Kong to establish a second tier of the market, which would be the equivalent of the over-the-counter market."

## BUSINESS PEOPLE

### Heine Quits Troubled Finley, Kumble

By Arthur Higbee  
International Herald Tribune

Andrew N. Heine, a name partner in the huge law firm of Finley, Kumble, Wagner, Heine, Underberg, Manley, Myerson & Casey, is joining another New York law firm, Curtis Mallet-Prevost, Colt & Mosle.

Mr. Heine's former firm, one of the largest in the United States with about 700 lawyers, has faced turmoil and financial strains this year, with infighting among some of its partners, including Mr. Heine. In June, the firm announced that Mr. Heine had resigned as chairman of the management committee and chairman of the corporate law department.

Mr. Heine, 58, told The New York Times that he left because he felt more comfortable elsewhere after the disputes with his partners. Others at the firm maintained that he was ousted.

At least one of the differences was over what Mr. Heine viewed as

overly generous salaries, including those of \$800,000 being paid this year to two former U.S. senators, Paul Laxalt and Russell B. Long.

Mr. Heine will be counsel to the Curtis firm, working with the corporate department and continuing to concentrate on mergers and acquisitions. In a statement, he said he chose the 120-lawyer Curtis firm because he liked its "reputation for quality in such areas as international corporate transactions and business litigation." He will begin there next Monday.

The U.S. Federal Reserve Board has created a new Division of Monetary Affairs and appointed Donald L. Kohn to run it. The unit will analyze monetary policy issues and serve as a liaison between the board and the Open Market Desk of the Federal Reserve Bank of New York, which carries out policies to control the growth of the U.S. money supply. Mr. Kohn, a long-time Fed staffer, will have duties similar to those of Stephen A. Linder, former Fed staff director for monetary and

financial policy, who resigned last year.

Samuel Montagu Inc., New York bonds branch of Midland Montagu of London, has recruited Robert M. Kowitz as managing director for international bond sales. Mr. Kowitz, 42, previously was with Kuder, Peabody, Midland Montagu is the investment banking arm of London's Midland Bank.

Panhandle Eastern Corp., the Houston-based pipeline company, has named Robert D. Hunsucker, president and chief executive, to the additional post of chairman. Mr. Hunsucker, 62, will replace Richard L. O'Shields, 61, who is retiring.

Air Canada has appointed Bernard Desantis, 51, as general manager for France and Western Europe with headquarters in Paris. He succeeds Pierre W. Paquin, who has been transferred to Ottawa as general manager. Mr. Desantis previously was the airline's international director for administration at the Montreal headquarters.

### New TSB Unit In Luxembourg

International Herald Tribune

TSB Private Bank International, opening in Luxembourg in January, has recruited B.J. Larsen as managing director and Robert N. Bee as head of the London representative office.

A spokesman called it the first major British banking venture in Luxembourg. It will offer financial services to individuals with a net worth of \$500,000 to \$5 million. It is being set up by two units of TSB Group PLC of London, TSB Channel Islands and TSB England and Wales. Two European banks, as yet unnamed, are expected to come in as partners.

Mr. Larsen, 53, previously ran Maryland Bank International in Luxembourg. Mr. Bee, 62, had headed London Interstate Bank.

### LAKER: He Reflects on Skytrain

(Continued from first finance page)

In 1982, they were married — it is the fourth marriage for Sir Freddie — in 1985.

Sir Freddie has had plenty of time to reflect on his Laker Airways experience.

What would he have done differently?

He would have filed an antitrust suit against the big Atlantic carriers right away, he says, instead of waiting until he was forced to file for bankruptcy in 1982. It would have been better to act in 1981, he explained, when British Airways began putting in the deep discounts designed, he believed, to put his Skytrain out of business.

"I should have stopped them in their tracks," he said. "I should have gone for their throats, as they went for mine."

Sir Freddie also concedes that he made the mistake of becoming too big too fast. Today, he says, he cautions Richard Branson, the British entrepreneur who owns Virgin Atlantic Airways, against such quick expansion.

Laker Airways' liquidation, however, does not seem to have deprived Sir Freddie of popularity or prestige. When he speaks to groups of travel agents as part of his consultant's job, he packs the house, he says, usually drawing from 400 to 500 agents. "I always get a standing ovation," he added.

Nor is he deprived of money, thanks, in large part, to the out-of-court settlement of his antitrust suit against British Airways and nine other carriers. The suit claimed that these airlines pressured McDonnell Douglas Corp. — which made the DC-10s used by Laker — not to help the airline refinance its debt when it began having financial problems in 1981.

Under the 1985 settlement, the defendants agreed to pay Sir Freddie \$8 million for his shares in Laker Airways, thus freeing him of any further liability and providing him with a sizable nest egg.

In the years between bankruptcy and the settlement, Sir Freddie recalls, life was a bit tougher.

From 1982 to 1985, he was spending most of his time on his legal battle, he says. He was also running a package-tour business out of New York. During this period, he lost many of his assets to creditors.

The company yacht was sold; so was Sir Freddie's 75-acre (30-hectare) stud farm and his 1,000-acre farm in Surrey, where he raised cattle and sheep. Sir Freddie went from being driven about in a Rolls-Royce to getting behind the wheel of a Volkswagen.

Sir Freddie has, he says, given up any dreams of building a major carrier. "On the other hand," he added, "I look around; if there is a little airline for a realistic price..."

### Who's importing what in the U.S.A. today?



You don't have to guess anymore. PERS can supply you with the facts rapidly and accurately. The Journal of Commerce (New York) stations 150 reporters in 52 ports coast to coast who transcribe the details of every individual shipment entering or leaving the country. They include the identities of shippers and consignees, commodity descriptions and other information.

Our London office can supply you with instant printouts—or you can log on directly. In minutes our PERS system can show you every import of benzyl alcohol, for instance, including

its importer and the shipper who exported it.

For information or free sample printouts, contact Simon Wood, The Journal of Commerce, Bailey House, Old Seacoast Lane, London, EC4M-7LR, England. Telephone 01-489-1935.

U.S. Exports, Too PERS can also tell you who is shipping goods from all U.S. seaports to any destination in the world.

The Journal of Commerce (New York)  
**PIERS**  
PORT IMPORT EXPORT REPORTING SERVICE  
A Knight-Ridder Business Information Service

## MEESCHAERT ROUSSELLE

...because on the newly opened Paris exchange, size means nothing without savoir-faire.

Let the specialized knowledge, comprehensive research resources, and sophisticated information systems of a long established market leader open the way to your investment success in France.

Meeschaert Rousselle, the Parisian partner for the discerning investors.

Meeschaert Rousselle  
Member of the Paris Stock Exchange

16 Boulevard de Montmartre 75009 Paris

Telephone / Télex: (1) 42 46 72 64 - Télex: 660 113

## HILTON INTERNATIONAL VISTA INTERNATIONAL



### FOCUSING ON YOU

Listening to you. Learning from you. For 38 years you've helped us develop our philosophy: to keep your needs in focus.

The formula: By ensuring that the overall success of your stay results from all the little things done well.

You want a good night's sleep, of course. A report typed at the eleventh hour. The security of knowing that telex, translation and courier service are at your command.

You want a simple meal in your room after a long, hard day. And fine cuisine to entertain your clients when you choose. The ease of No Stop Check-Out™, when you're in a hurry to catch a flight.

You don't want to be victimized by high surcharges on currency exchange and long-distance telephone calls. We keep these in focus as well.

You sometimes want the club-like atmosphere of Executive Floors, where you can conduct your business dealings calmly and efficiently: 43 of our hotels answer this need.

Focusing on you. Hilton International and Vista International hotels.

For reservations at any of the hotels listed below, call your travel agent, any Hilton International hotel or Hilton Reservation Service in Copenhagen, Frankfurt, London, Madrid, Milan, Oslo, Paris, Stockholm.

Hilton International/Vista International Locations:  
AUSTRALIA: Adelaide, Brisbane, Cairns, Melbourne, Perth, Sydney, Sydney Airport. AUSTRIA: Vienna. BRAZIL: Rio de Janeiro, Belo Horizonte, São Paulo (São Paulo Hilton and Brooklin São Paulo). CANADA: Montreal (Bonneville Hilton International), Montreal Airport/Dorval, Quebec City, Saint John (New Brunswick), Toronto (Hart House Castle), Toronto Airport, Windsor. COLOMBIA: Bogotá, Cartagena. CYPRUS: Nicosia. EGYPT: Aswan/Luxor (Cruise Ships), Cairo (Nile Hilton and Ramses Hilton). ETHIOPIA: Addis Ababa. FRANCE: Only Airport (Paris), Paris, Strasbourg. GERMANY: Düsseldorf, Mainz, Munich. GREECE: Athens, Corfu. GUAM: Agaña. HOLLAND: Amsterdam, Rotterdam, Schiphol Airport (Amsterdam). HONG KONG: Victoria. HUNGARY: Budapest. INDONESIA: Jakarta. ISRAEL: Jerusalem, Tel Aviv. ITALY: Milan, Rome. IVORY COAST: Abidjan. JAPAN: Osaka, Tokyo. KENYA: Nairobi, Tsavo West (Lodges). KOREA: Seoul. KUWAIT: Madinat Al-Khaima. MALAYSIA: Kuala Lumpur, Petaling Jaya. MALTA: Valletta. NIGERIA: Abuja. PAKISTAN: Lahore. PHILIPPINES: Manila. PUERTO RICO: Mayaguez, San Juan. SINGAPORE: SRI LANKA: Colombo. SWITZERLAND: Basel, Geneva, Zurich. TAIWAN: Taipei. THAILAND: Bangkok. TRINIDAD: Port of Spain. TUNISIA: Tunis. TURKEY: Istanbul. UNITED ARAB EMIRATES: Abu Dhabi, Al Ain, Dubai, Fujairah. UNITED KINGDOM: London (Park Lane and Hertford), Gatwick Airport. UNITED STATES: Honolulu (Kahala Hilton), New International Hotels (operated by Hilton International), Chicago (The Drake), Kansas City, New York, Pittsburgh, Washington, D.C. VENEZUELA: Barquisimeto, Caracas (Caracas Hilton International and Residences Anaco). \*Opening 1987. Hotels with Executive Floors noted in italics.









